

# GOBI SANKAR

## Retail and Field Sales

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## EXPERIENCE

### Retail Sales Executive

VKC Group, India

Duration: 1 year

- Client Relationship Management: Established and nurtured strong relationships with retail store employees and customers, creating a supportive environment to drive sales growth.
- Sales Target Achievement: Consistently exceeded monthly sales goals, showcasing exceptional sales performance and goal-oriented dedication.
- Brand Promotion: Implemented effective marketing strategies to promote products, enhancing brand visibility and market presence.
- Customer Service Excellence: Provided top-tier customer service by addressing inquiries, resolving concerns, and ensuring customer satisfaction.
- Inventory Management: Maintained optimal stock levels by monitoring inventory and ensuring timely replenishment to meet customer needs.

### Field Sales Executive

Paytm

Duration: 1 year

- Customer Acquisition: Expanded the customer base through strategic outreach, persuasive communication, and networking efforts.
- Client Relationship Management: Maintained strong relationships with customers through consistent communication, fostering loyalty and trust.
- Lead Generation: Identified and pursued potential customers to drive business growth and enhance market presence.
- Sales Performance Monitoring: Tracked sales metrics and adjusted strategies to ensure targets were consistently met or exceeded.
- Product Education and Support: Educated customers about product features and offerings, addressing inquiries to enhance engagement and satisfaction.

## EDUCATION

### Diploma in Computer Science

JACSI Polytechnic College, Nazareth (2022)

### Higher Secondary School (HSSL)

Kamaraj Higher Secondary School, Nalumavadi (2019)

### Secondary School Certificate (SSLC)

ST. Lusia High School, Kurumbur (2017)

## PROFILE SUMMARY

A highly motivated Sales Executive with over 2 years of experience in retail and field sales, specializes in customer relationship management, sales, and marketing. Skilled in exceeding sales targets, building client relationships, and executing marketing campaigns, Gobi drives product awareness and enhances customer engagement. With expertise in sales reporting, team coaching, inventory management, and data management, Gobi delivers exceptional customer service and optimizes sales processes. Additionally, Gobi has basic knowledge of Python and data scraping, enabling process improvements through technology. Fluent in Tamil and English, Gobi is dedicated to contributing to organizational growth through effective sales strategies.

## SKILLS

- Sales and Marketing
- Customer Relationship Management
- Data Entry and Management
- Microsoft Office Suite
- Python (Basic Knowledge)
- Data Scraping
- Client Communications
- Brand Promotion
- Process Optimization
- Team Coaching and Training
- Reporting and Documentation
- Relationship Building

## PERSONAL DATA

Date of Birth: 07/08/2002

Nationality: Indian

Address: 9/26 Arulananthapuram, Kurumbur 628207, Thoothukudi

Languages Spoken: Tamil, English

Dear Hiring Manager,

I am writing to express my interest in the position, as advertised. With over two years of experience as a Sales Executive, working with both retail and field sales teams, I am confident that my skills in customer relationship management, sales, and marketing will allow me to make a valuable contribution to your organization.

In my previous roles at VKC Group and Paytm, I consistently exceeded sales targets by building and maintaining strong client relationships, delivering exceptional customer service, and developing targeted marketing campaigns. My experience in managing inventory, training retail employees, and reporting on sales activities has honed my ability to efficiently oversee operations and ensure product availability while maximizing sales. Furthermore, my ability to adapt to new technologies, including basic knowledge of Python and data scraping, has enhanced my ability to optimize processes and increase productivity.

I am particularly impressed by your commitment to excellence, and I am eager to bring my passion for sales and customer satisfaction to your team. I believe my skills in team coaching, process optimization, and client communications align well with the objectives of your organization, and I am excited about the opportunity to contribute to its continued growth and success.

I have attached my resume for your review and would welcome the opportunity to discuss how my background, skills, and enthusiasm can be of value to your team. Thank you for considering my application. I look forward to the possibility of working together.

Sincerely,

Gobi Sankar