

RESUME



Deepak Kumar Muduli

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Seeking a good position with a company which will require me to utilize my skills, abilities and experience in the work field to ensure the company success. I am looking for the challenging job where I can utilize my talent and knowledge. I want to learn and growth from the organization.

1. **Univesal Horizon Inc.** :- Working as a **Showroom & Marketing Executive** from Nov 2017 to till now.

Highlights

- Sales and Marketing
- Inventory Management
- Business generation
- Vendor Negotiation
- Operational improvements
- Tracking store expenses
- Flexible schedules
- Public Relation

Experience

- Implemented innovative promotions to drive store revenue.
- Kept inventory optimized to ensure low costs while maintaining product availability.
- Source new products to diversify offerings.
- Worked with local vendors to keep the cost low and build community relation.
- Controlled costs by effectively negotiating with vendors.
- Co-ordinate with PR ,Media and website team for news paper article, coverage and other activities to cover special promotions.

2. **GC India Dental Pvt. Ltd.** :- Working as a **Sales & Marketing Executive** from July 2016 to Nov 2017.

Responsibilities:

- Attained proficiency in expanding the business operations and sales & marketing activities in Delhi/South Area.
- Proven skills in breaking new avenues & driving revenue growth.
- Proactively conducting opportunity analysis by keeping abreast of market trends/competitor moves to achieve market-share metrics.
- Skills in developing relationships with key decision-makers in target clients for revenue.
- Excellent interpersonal, analytical and negotiation skills.

Domain Skills

- Sales, Marketing & Business Development
- Developing new clients and negotiating with them for securing profitable business.
- Forecasting sales targets and executing them in a given time frame thus enhancing client.

Sales

- Handle Presentations, Product demos and interaction with all key customers and convince them implicitly, closing the case keeping all the major aspects in front and increased sales growth.

Channel Management & Distribution

- Planning & Developing and appointing new business partners to expand product reach in the market and working in close interaction with the dealers and distributors to assist them to promote the product.

Client Relationship Management

- Managing customer centric operations and ensuring customer satisfaction by achieving delivery and service quality norms.
- Identifying improvement areas & implementing measures to maximise customer satisfaction levels.

3. **Dental Avenue India Pvt. Ltd.** :- Worked as a **Sales Co-ordinator and Operations** from June 2014 to June 2016.

Responsibilities:

- Single point of contact for Operations, Sales Team and Third Parties (Vendors / Customers).
- Responsible for coordinating with the existing dealers of the company.
- Taking orders of the Dental product from the dealer.
- Updating dealers about the change in product price and new product launch.
- Monitoring, training & motivating the manpower and providing direction to the team for ensuring optimum performance and enhancing their professional and soft skills.
- Leading 3 members of team which is solely responsible for Invoicing, Pricing and offers of the Products, Payments / Outstanding from parties and Sale order processing.
- Analysing the performance of team members for assigning targets on a regular basis.
- End to end process from the order processing to delivery.
- Regularly taking updates on road permit forms for different states and co-ordinate with parties, warehouse and Courier Company.
- Maintaining pending material send / received to parties.
- Taking care of refund SAD (Special Additional Duty) process.
- Co-ordinate with accounts team and regularly update on payments and outstanding. Then Inform parties to clear the o/s amount.
- Assist the top management in making decision on offers on the product.
- Regularly update the offers on product to Sales team and distributors.
- Solving all the queries and complains through mails and calls .

Qualification:

- PGPIMT (Post Graduate Programme in International Management& Technology) from **New Delhi Institute for Information Technology** in 2012.

Technical Skills:

- MS Office - MS Word, MS Excel ,Outlook Express, Proficiency of doing work in computer.
- Tally : Tally ERP 0.9
- Salesforce.com
- Operating Systems: WIN XP/WIN7/WIN8

Academic Qualifications:

- Pursuing MBA - Marketing management from **Annamalai University - (2015-2017)**
- MCA from **Annamalai University** in 2015.
- BCA (Bachelor Of Computer Application) from **Punjab Technical University** in 2012.
- 10+2 from V.C.S.G govt. School, New Delhi-CBSE in 2009.
- 10 from Amrita Public School, New Delhi- CBSE in 2007.

Major Achievements:

2nd position in Senior Secondary School level Participated in Political Science Olympiad conducted by Delhi School Political Science Teachers' Association.

Personal Dossier:

Date of Birth	-	13 th March 1991
Strength	-	Co-Operative, Supportive, Punctual
Hobbies	-	Drawing and Gym
Marital Status	-	Married

Declaration: I hereby declare that the information furnished above is true to the best of my knowledge.

Date:

Place: New Delhi

Signature

Deepak Kumar Muduli