

# **RESUME**

## **Awadh Dubey**



**Add- H.N-313 Sector 8, Awadh Vikash Yojna ,**

**Gomti Nagar, Lucknow UP-226010**

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### **PROFILE SUMMARY**

- A highly efficient and competent sales consultant with an ability to build relationships & making networks
- Well presented and highly personable, with a deep knowledge of mobile handsets, data transferring & software.
- Innovative and goal oriented individual with an ability to work in multi - cultural environment.
- Keen to find a challenging position with a successful and ambitious company that offers opportunities for career development and advancement.

### **AREA OF EXPERTISE:**

- **Handset marketing on social media platform.**
- **Data base creation of customers.**
- **Handling mobile section in stores.**
- **Building networks.**

## **WORK EXPERIENCE:**

### **1. Reliance Retail Ltd.**

**Designation: J S A T o Team Leader in Telecom Experience January 2012 To March 2022**

#### **Job Responsibilities:**

- Responsible for conducting market research to identify selling possibilities and evaluate customer needs.
- Actively seeking out new sales opportunities through cold calling, networking & through social media platforms.
- Maintained a high level of product knowledge and completed required training.
- Ensure the availability of stock for sales and demonstrations
- Participate on behalf of the company in exhibitions or conferences.
- Negotiate/close deals and handle complaints or objections.
- Gather feedback from customers or prospects and share with internal teams.
- Responsible to update customers about new products arrival
- Responsible for handling mobiles Section in Store.

### **2. LuLu India Pvt Ltd.**

**Designation: Lulu india as a Supervisor April 2022 to Till Date**

#### **Job Responsibilities:**

- Responsible for conducting market research to identify selling possibilities and evaluate customer needs.
- Handled all aspect of the sales.
- Maintained a high level of product knowledge and completed required training.
- Responsible for exploring new opportunities to escalate sales revenue.
- Contributes to team effort by accomplishing sales targets
- Build and maintain personal connections with Team
- Responsible to update Team about new products arrival
- Gather feedback from Team or prospects and share with internal teams
- Responsible for reporting of monthly, quarterly & yearly sales to the sales head.
- Actively used social media platform for generating sales.

## **PERSONAL SKILLS:**

Versatility

Enthusiasm

Attention to detail

### **KEY SKILLS & COMPETENCIES:**

- Self-motivated with strong problem and multi-tasking skills.
- In depth knowledge of Microsoft excel and Word.
- Able to work independently and handle the pressure situations.
- Strong interpersonal skills.
- Excellent written and verbal communication skills.

### **ACADEMIC QUALIFICATION:**

- High School (10th Standard) – UP Board in 2005
- Intermediate (12th Standard) – UP Board in 2007
- Pursuing Graduation B.A from Awadh University

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### **PERSONAL DETAILS:**

Name:	Awadh Dubey
Father's Name:	Shree Ghanshyam Dubey
Date of Birth:	21 <sup>th</sup> May' 1991
Marital Status	Married
Nationality:	Indian
Languages Known:	English and Hindi

I here declare that all the information described above is true to my best knowledge and concern.

(Awadh Dubey)

Date –

Place-