

# CHANDRA KUMAR R

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## Professional summary:

Enthusiastic and optimistic sales professional with over Eight years of experience as a International Inside Sales Executive for technology solutions. Skilled at developing and maintaining client relationships and highly committed to working with a team to achieve quotas. Revitalized underperforming sales organizations using best practices. Excels under pressure. Dedicated, results-driven IT sales professional offering decades of success in developing and executing technical strategies to assist companies in driving profitability and revenue growth. In-depth experience supporting the sales of networking and enterprise storage solutions with strong knowledge of data center optimization, software and hardware procurement, deployment planning, and configuration.

## Skills:

Lead Generation, Relevant role sales track record Experience in IT Sales, Proficiency in MS Office and CRM software (e.g. Salesforce) Proficiency in IT Market knowledge, Communication and negotiation skills, ability to build rapport, Time management and planning skills, Demo skills, Objection Handling, Post Sales Relationship Management . My Strength is ability to Learn the things Quickly ,Hard Working, Honest, Self Driven ,able to work under pressure and face myself smarter.

## Education

SSLC  
BHARATIYA VIDYANIKETHAN HIGH SCHOOL

SECONDARY LEVEL SCHOOL CERTIFICATE

KAIRALEE NIKETHAN PRE-UNIVERSITY COLLEGE

# Work experience

## **Reliance digital**

Designation: sales associate 01/11/2013 — 10/02/2015

- Greet and direct customers.
- Provide accurate information (e.g., product features, pricing, and after-sales services) Answer customers' questions about specific products/services.
- Conduct price and feature comparisons to facilitate purchasing.

## **Sony Mobiles**

Designation: sales consultant 01/03/2015 – 31/01/2016

- Cross-sell products
- Ensure racks are fully stocked.
- Manage returns of merchandise.
- Coordinate with the Retail Sales Representatives team to provide excellent customer service (especially during peak times)
- Inform customers about discounts and special offers.
- Provide customer feedback to the Store Manager.
- Stay up to date with new products/services.

## **Consolidated Premium Retailers**

Designation: Apple sales professional 05/02/2016- 05/1/2021

- To achieve the weekly & monthly targets & to achieve KPIs for month (600sqft store)
- Conducting daily & weekly meeting & to Review staff on their performance & providing feedback to the STORE manager
- Maintaining Important sales reports, Store P&L, WBR Review of the Dept & Store
- To ensure effective stocks & VM, including product Scorecard / label, accurate updated price, special periodic promotional offers & implementations etc.
- To give the best customer service & maintain track of corporate clients & to ensure customer grievances if any are effectively addressed & resolved
- Work closely with Store Support Team & Ensure smooth operation of the store  
Reporting to the Store Manager.

## Denave India Pvt. Ltd

Designation: Inside Sales Executive (13/09/2021- Present

- Communicating with customers, making outbound calls to potential customers, and following up on leads.
- Understanding customers' needs and identifying sales opportunities.
- Answering potential customers' questions and sending additional information per email.
- Keeping up with product and service information and updates.
- Creating and maintaining a database of current and potential customers.
- Explaining and demonstrating features of products and services.
- Staying informed about competing products and services.
- Upselling products and services.
- Researching and qualifying new leads.
- Closing sales and achieving sales targets.

## Professional summary:

**Name** : Chandra Kumar R

**Father Name** : Rajendra kumar

**Date of Birth** : **29/04/1995**

**Languages Known** : English ,Hindi, Kannada ,Tamil & Telugu

**Hobbies** : Playing Cricket, Reading books, Watching news.

**Marital Status** : Single.

### **Declaration:**

I hereby declare that the above-furnished details are true to the best of my knowledge and assuring you my services to the satisfaction.

Yours faithfully

**CHANDRA KUMAR R**