

SURAJ KUMAR PATRO

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PROFILE

Motivated and detail-oriented sales professional with 6 years of Supervisory Experience in fast-paced and deadline driven business environments. Seeking an opportunity to apply my advanced knowledge of sales and customer service as well as Business Development and my experience in team building and staff management. Looking for a career in product and brand sales management where I can utilize my skills and abilities to effectively contribute to a positive brand image.

EDUCATION

BIJU PATNAIK UNIVERSITY OF TECHNOLOGY, KALAM INSTITUTE OF TECHNOLOGY—
Berhampur, Odisha

- ◆ MBA Graduate, Marketing, April 2016
- ◆ Scholarship Recipient
- ◆ Best Student of the year, 2016

BERHAMPUR UNIVERSITY – ACADEMY OF TECHNOCRATS- Berhampur, Odisha

- ◆ Bachelor in Computer Application (BCA) May 2014
- ◆ Scholarship Recipient

PROFESSIONAL EXPERIENCE

RELIANCE RETAIL PVT LTD— Odisha,

Sep 2020-Oct 2022

Retail Sales Officer

- ◆ Developing and sustaining long lasting relationships with dealers and clients.
- ◆ Collaborating with the marketing department to ensure that the company is reaching its target audience.
- ◆ Informing product developers of possible product improvements and changes to ensure that company products meet current market needs.
- ◆ Preparing cost-benefit analyses for prospective and existing customers to determine the most suitable purchase options.
- ◆ Analyzing competitors' products to determine product features, benefits, shortfalls, and market success.

Retail Sales Officer

- ◆ Developing and sustaining long lasting relationships with dealers and clients.
- ◆ Answering dealers' questions and escalating complex issues to the relevant departments as needed.
- ◆ Developing in-depth knowledge of company products.
- ◆ Maintaining an accurate record of all sales, scheduled dealer appointments.
- ◆ Collaborating with the marketing department to ensure that the company is reaching its target audience.
- ◆ Informing product developers of possible product improvements and changes to ensure that company products meet current market needs.
- ◆ Preparing cost-benefit analyses for prospective and existing customers to determine the most suitable purchase options.
- ◆ Analyzing competitors' products to determine product features, benefits, shortfalls, and market success.

Senior Sales Executive

- ◆ Sell company products to walk-in customers inside of company stores.
- ◆ Resolve customer issues and answer questions about products and services.
- ◆ Deliver outstanding customer service and provide consumers with an overall positive store experience.
- ◆ Develop a client book and repeat customers by establishing relationships with recurring shopper.
- ◆ Effectively communicate brand image to customers by explaining company philosophy and style.
- ◆ Meeting monthly target of the company and achievement of the target.

OTHER SKILLS

- ◆ HTML ◆ CSS ◆ Channel Management ◆ Business Development ◆ Microsoft Office

SOFT SKILLS

- ◆ Team Work,Critical Thinking,Detail Oriented,Quick Learner,Problemsolving, Analytical thinking.

Suraj Kumar Patro