
PRAVEEN KUMAR ST

Senior Inside sales executive

Phone Number - 9071090514 |
praveenkumarst1997@gmail.com

PROFESSIONAL SUMMARY

A Management professional with 3+ years of experience in Service Sector, Edu Tech, Health care, Banking Sector. Consistently ranked among the top performers throughout career. Experience across diverse roles such as Sales, Channel Management and Sales Strategy. A dynamic leader with proven track of high accomplishment and ability to drive change through empowerment, effective delegation and teamwork. Result oriented, highly adaptable and possess a can-do attitude.

SKILLS

- Proven ability to manage through others.
- Strong decision making and problem-solving skills.
- Able to motivate and lead others in a team environment.
- Excellent communication skills, both written and verbal.
- An ability to build rapport and trust quickly with work colleagues.

EXPERIENCE

Inside Sales Associate at BricknBolt, Bengaluru

March 2023 – June 2023

- Drives sales through engagement of customers, suggestive selling, and sharing product knowledge.
- Works with potential clients or customers to ensure they have a strong understanding of the services and/or products provided.
- working closely with customers to determine their needs.

Senior Inside Sales Executive at Drink Prime, Bengaluru

January 2021 – January 2023

- Identified and maximized sales opportunities, and increased customer retention rates.
- Provided expertise, market research, strategy, recommendation and execution to drive sales in order to achieve the organization's vision and mission.
- **Achievements:** Awarded as best fortnight achiever.

Inside Sales Specialist at Simplilearn, Bengaluru

March 2020 - December 2020

- Preparing short-term and long-term sales plan, sales approaches and strategies.
- Consistently achieve revenue targets in line with team/organizational objectives.

Credit control Associate at Santhusta financial service private limited, Bengaluru

October 2019 – March 2020

- conducting credit checks on new customers, resolving problems in relation to invoice payments, and reconciling complex month-end accounts.
- report to management on outstanding issues, whilst highlighting potential debtor problems.

EDUCATION

- **Bachelor of engineering in UVCE, Bengaluru**

August 2015– August 2019

Electronic and communication branch.

- **PCMB at Mahesh PU college, Davangere.**

June 2013– July 2015

Languages

- English, Hindi, Kannada, Telugu

Hobbies

- Watching movies, playing cricket, reading books.

DATE:

Place: Bangalore

Praveen Kumar ST