

RESUME

PRAMOD KUMAR UPADHYAY

Balibhadrapur Lachhimanpatti Sant Ravidas Nagar
Bhadohi Uttar Pradesh 221304
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CAREER OBJECTIVE

Looking forward to an opportunity to work in a progressive and challenging environment where I can enhance my skills and potentials to achieve perfection in my job through hard work. Being an ambitious person with high hopes.

PROFESSIONAL SUMMARY:

Results-driven Sales Executive with 17+ years of experience in Automobiles sector, Strong track record in team leadership and client relationship management. Expert in channel development, and strategic planning. Consistently exceeded targets with focus on market expansion and revenue. Comprehensive problem-solving abilities, excellent verbal, and communication skills, ability to deal with people diplomatically, willingness to learn, team facilitator hard worker.

EDUCATION QUALIFICATIONS & PROFESSIONAL QUALIFICATION:

MBA from J.S University Shikohabad in 2023.
Graduation from C S J M university Kanpur in 2012.
HSC from UP Board in 2005.
SSC from UP Board in 2003.

SKILLS & EXPERTISE

- Sales Strategy Development
- Team Management & Training
- Market Analysis
- Budget Planning
- Distribution Network Management
- Performance Monitoring.

PROFESSIONAL EXPERIENCE:

1. Worked as a sales Executive for Agrawal Auto mobiles from May 2010 to March 2024, initiative-taking, and Results-driven Sales Professional with a demonstrated history of exceeding sales targets by 15% and increasing client retention by 10%. Effective communication, leadership, and time management skills. Experienced in managing and leading high-performing sales teams.

2. Worked as a Sales officer for Raj Tractor and Krishi yantra Gyanpur- Bhadohi for the period of one year. "Purposeful Sales Executive consistently exceeding sales targets, Proven history of building strong customer relationships and implementing successful sales strategies in the Automobile sector.

3. Worked as a sales Executive for Tata Trident TL automobiles Bhadohi Varanasi. Conducted regular market visits to check competitor activity and increased the sales in the region.

SOFT SKILLS:

- Strategic Negotiation
- Communication
- Adaptability
- Problem-solving
- Relationship Building

PERSONAL INFORMATION:

Father Name : Kailash Nath Upadhyay
Date of Birth : 18/07/1988
Permanent Address : Balibhadrapur Lachhimanpatti Sant Ravidas Nagar
Bhadohi Uttar Pradesh 221304
Marital Status : Married
Nationality : Indian
Language Known : Hindi & English

SELF - ASSESSMENT:

I am a person who believes that only a proper mixture of Integrity, Commitment, Hard Work & Determination can take me to my goals and the heights of my desire.

I hereby declare that all the information provided by me in this application is factual and correct to the best of my knowledge and belief.

Date: _____ Sincerely
Place: _____ : (PRAMOD KUMAR UPADHYAY)