

CURRICULAM VITEA

KANDI. PRAVEEN REDDY

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Mobile : + 91-9963459358

Career Objective

Aspire to build a career with a leading organization which makes best use of my knowledge and skills towards the development of organization which offers continuous learning and growth

Professional Experience

Worked as a sales executive in Sri Srinivasa Automotives Authorized Dealer of Mahindra Buses and spares from the year 2010 to 2012.

Worked as sales and marketing manager for swaraj tractors and agriculture related implements from 2012 to 2014

Worked as sales general manager for swaraj tractors and agriculture related implements from 2014 to 2020

Worked as sales Territory manager for indofarm tractors from 2020 to 2022

Working as Marketing executive for Garud implements from 2022 to 2023

Working as Territory executive for Shaktiman implements from 2023 to Till Date

Responsibilities

- Listening to customer requirements and presenting appropriately to make sales
- Dealer Sales Handling B2B
- Maintaining and developing relationships with existing customers in person via calls
- Cold calling to arrange meetings with potential customers to prospect for new business
- Responding to incoming mails and phone queries
- Acting as a contact between a company and its existing and potential markets
- Negotiating the terms of agreement and closing sales
- Gathering market and customer information

- Representing the organization at trade exhibitions, events and demonstrations
- Negotiating on price, costs, delivery and specifications with buyers and managers
- Creating detailed proposal documents
- Liaising with suppliers to check the progress of existing orders
- Checking quantities of goods on display in stock
- Recording sales and order information and sending copies to the sales office or entering into a computer system
- Reviewing your own sales performance, aiming to meet or exceed targets
- Making accurate, rapid cost calculations and providing customers with quotation
- Attending team meetings

ACADEMIC QUALIFICATIONS

COURSE /DEGREE	COLLEGE / UNIVERSITY NAME	PERCENTAGE/GRADE	YEAR OF PASS
MBA (Marketing)	Vaageswari College of Engg,Karimnagar, JNTU.	70	2009
B.COM (Computer's Appli)	Sree Chaithanya Degree College,Karimnagar, KU	60	2006
INTERMEDIATE (C.E.C)	Sai Gurukul junior college,karimnagar.	58	2003
S.S.C	Brindavan High School ,karimnagar.	50	2001

TECHNICAL SKILLS	
Operating Systems	Windows 98/2000 /2007/XP/ vista.
Application package	MS Office

PERSONAL PROFILE

Name : K.PRAVEEN REDDY.
 Father's Name : K.KRISHNA REDDY.
 Date of Birth: 02-07-1985.
 Sex : Male.
 Marital Status : Married.

Nationality : Indian.
Languages Known : English, Telugu &
Hindi. Permanent Address : H.no:5-100/33,
Algunoor,
Karimnagar - 505001 Telangana .

Declaration:

I here by declare that the information furnished above is correct to best of my knowledge.
Thanking You,

(K .Praveen Reddy)