




## BAKKAYOLLA VISHNU

### Retail Sales Executive: Offering over 2 years' of rich and qualitative experience

I am an ambitious and highly motivated sales professional, possessing outstanding marketing and business development skills that have been honed through extensive experience in managing sales and merchandising for established retail outlets, franchises, and international brands. As a results-oriented individual, I have a demonstrated track record of delivering tangible outcomes, driving revenue growth, enhancing service quality, and implementing cost-reduction strategies. With over two years of marketing expertise in competitive industries, I excel at identifying, developing, and managing new business opportunities, ensuring sustained success in the markets I serve.

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## Profile Summary

Dependable and goal-oriented sales professional with 2 years of experience in delivering fast results using practical measures. Excellent and proven leadership abilities, and commitment to keeping customers satisfied with products and services. Dedicated to maintaining professional relations with affiliate companies.



## Core Competencies

Customer Service
Sales Assistance
Complaint Handling
Team Collaboration
Sales Presentations
Negotiations
Computer literacy
Market & product knowledge
Physical Stamina



## Academic Details

- Diploma in Graphic Creative & Animation from Multimedia Academy
- Diploma In Computer Eng from Kshatriya College of Engineering.



## Notable Accomplishments Across the Career

- Planning and developing merchandising strategies.
- Analyzing sales figures, customers reactions and market trends to anticipate product needs.
- Collaborating with buyers, suppliers, distributors and analysts to negotiate prices, quantities and time-scales.
- ensures that the shelves of a retail store are stocked with products and displays them accordingly for customer
- exceeding sales targets, implementing successful promotional campaigns, improving product visibility, developing effective
- merchandising strategies, and receiving positive customer feedback or recognition

## Skill Set



## Career Timeline

Feb'2023 – Present with Qatar Trading Company (Qatar) as Retail Sales Supervisor

Feb'2022 – Jan'2023 with Qatar Trading Company (Qatar) as Sales Merchandiser

April '2021 – Feb '2022 with Oppo Private Ltd. (Hyderabad) as Sales Promoter

Diploma in Graphics and Animation in Creative Multimedia Academy. July '2019 – Sep '2020

Diploma in Computer Engineering in Kshatriya College of Engineering. May '2016 – July '2020

## Organizational Experience

**Feb' 2023 –Present with Qatar Trading Company (QTC), Qatar. as a Retail Sales Executive (BoschPower tools & Karcher).**

### Key Result Areas:

- Assign sales workers to duties and prepare work schedules
- Supervise and co-ordinate sales staff and cashiers
- Organize and distribute staff schedules.
- Sell merchandise to customers
- Resolve problems that arise, such as customer complaints and supply shortages
- Maintain specified inventory and order merchandise
- Help retail sales staff achieve sales targets
- Prepare reports regarding sales volumes, merchandising and personnel matters
- Hire and train or arrange for the training of new sales staff
- Identify current and future trends that appeal to consumers.
- Ensure promotions are accurate and merchandised to the company's standards.
- Monitor sales activities to ensure that customers receive satisfactory service and quality goods

**Feb' 2022 – Jan' 2023 with Qatar Trading Company (QTC), Qatar. as a Sales Merchandiser (Multiple outlets) (Bosch Power tools & Karcher ).**

### Key Result Areas:

- Merchandising and building product display
- Monitoring sales and identifying any losses or stock wastage
- Working with suppliers and distributors to negotiate prices and order large volume
- Managed the production of visual display for multiple retail stores across the region
- Maintaining store shelf standards, inventory, rotation, checking date codes and ensuring plan-o-gram integrity and pricing
- Strong communication skills with store personnel, receiver and management and with supervisor
- Handling supply/production problems as they arise
- Increasing sales by maintaining current promotions

**April' 2021 – Feb' 2022 with Oppo private limited company, Hyderabad, India. as a Sales promoter (Mobile & Accessories).**

### Key Result Areas:

- Merchandising and building product display.
- Setting up attractive product display and promotional booths.
- Listening to what customers want and helping them find the perfect product for their needs.
- Delivering the presentations and demonstrations to customers and others stake holders.
- Distributing the samples and providing feedback for the improvement to the management team.
- Following up with customers and providing guidance on product selection.
- Meeting daily targets and submitting sales reports.
- Engaging in meaningful interactions and building good relationships with customers

**Nov'2020 – April 2021 with Infocomx Technologies pvt,  
Hyderabad as a Graphic Designer.**

**Key Result Areas:**

- Developed graphic designs for a wide for a wide range of clients, ranging from small businesses to large corporations
- Thinking creatively to produce new ideas and concepts that align with customer and company requirements
- Adapted design according to customers feedback while ensuring deadlines are met without compromise on quality control standards
- Created logos, brochures, banners and other promotional content for various corporate clients
- Manage and maintain customers branding requirements.



## Personal Details

Driving License: Valid GCC (Qatar and Indian) Driving License

Permanent Address: Nyalkal , District: Nizamabad – 503165, Telangana State (India)

Nationality: Indian

Date of Birth: 10<sup>th</sup> August 2001

Marital Status: Unmarried

Passport No.: U4915730 (Place of Issue: Hyderabad)

Visa Status: Employment

Languages Known:

English - (Read, Write & Speak)

Hindi - ( Read, Write & Speak)

Telugu - (Read, Write & Speak)