

# SARAVANAN DURAIRAJ

## CONTACT

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DOB - 17-11-1996

DUBAI - UAE

Pudukottai - Alangudi  
Tamilnadu - India

## KEY SKILLS

- Building Materials & Hardware Sales
- Product Knowledge (Power Tools, Hand Tools, Sanitary, Electrical, Cement)
- Customer Relationship Management
- Negotiation & Order Closing
- Stock Coordination & Inventory Support
- MS Office / Billing / Data Entry
- Time Management & Target Achievement
- Safety Compliance

## LANGUAGES

- Tamil
- English
- Hindi
- Telugu



## PROFILE

Versatile professional with experience in sales, supervision, office administration, and driving, adaptable to diverse work environments and responsibilities.

## WORK EXPERIENCE

### ABAZAR Group of company

#### Sales Executive (8years) 2017(April) -2025 (July)

- Managed sales and marketing of complete building materials and hardware products including power tools, hand tools, sanitary fittings, electrical fittings, cement, furniture fittings, silicone sealants, spray paints, adhesive tapes, packing materials, and safety products
- Handled B2B and retail customers such as contractors, builders, electricians, plumbers, carpenters, and project sites
- Demonstrated strong product knowledge and provided technical guidance to customers for correct product selection
- Prepared quotations, negotiated pricing, followed up on orders, and ensured timely delivery and payment collection
- Maintained stock coordination with warehouse, checked availability, and supported inventory control
- Achieved monthly and yearly sales targets through customer retention and new client acquisition
- Coordinated with suppliers and internal teams to ensure smooth operations and customer satisfaction

## EDUCATION

- |   |           |
|---|-----------|
| • T.A.H.S.S State Board<br>SSLC               | 2011-2012 |
| • T.A.H.S.S State Board<br>HSC                | 2013-2014 |
| • Mass Polytechnic College<br>DEEE Kumbakonam | 2014-2016 |

