

CURRICULUM VITAE

VEMULA ASHOK

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CAREER OBJECTIVE:

To secure a challenging position in a progressive organization, where my managerial skills can be enhanced and contribute to the organization success, which helps me to explore myself fully and realize my potential.

SNAP WORK HISTORY

Zuari Farm Hub Limited.

01st Sep 2021- 10th July 2023

- **Working as Sales Executive in Agriculture Products.**
- Conduct market research to identify selling possibilities and evaluate customer needs.
- Actively seek out new sales opportunities through face-to-face interaction, cold calling, networking, and social media
- Set up meetings with Farmers and listen to their wishes and concerns.
- Prepare and deliver appropriate presentations on products and services.
- Create frequent reviews and reports with sales and financial data.
- Ensure the availability of stock for sales and demonstrations.
- Participate on behalf of the company in exhibitions or conferences.
- Negotiate/close deals and handle complaints or objections.
- Collaborate with team members to achieve better results.
- Gather feedback from customers or prospects and share it with internal teams.
- Own all plans and strategies for developing business and achieving the company's sales goals
- Assists in the development of the sales plan. Prepares forecasts , upper management, organizational planning, financial forecasting, budget setting and strategic planning.
- Land and expand: build process and funnel for manual top-down reachout, onboarding, activation, and expansion
- Provide full visibility into the sales pipeline at every stage of development
- Establish and foster partnerships and relationships with key customers both externally and internally

ACADEMIC PROFILE:

Qualification	Institution	Board/University	Course duration	Percentage
MBA	KSRM college of management studies	JNTU ANATAPURAM	2014-2016	79%
Degree B.com(comp)	Loyola degree college. Pulivendula	Yogi Vemana University, Kadapa.	2011-2014	66%
Intermediate (C.E.C.)	Govt Junior College, Pulivendula	Board of Intermediate Education, A.P.	2008-2010	57%
S.S.C.	ZPHS high school, V.Kothapalli	State Board of Secondary Education.	2007-2008	62%

ACADEMIC ACHIEVEMENTS:

- Team leader for the industrial visit in Graduation.
- Secured many prizes in Elocution.

TECHNICAL SKILLS:

- Programming Languages : Microsoft office, Advanced Exel , Tally ERP 9

STRENGTHS:

- Having a sincerity, Time management.
- Ability to work under pressure.
- Leadership Qualities & Good Communication Skills.

PERSONAL DETAILS:

Name : VEMULA ASHOK
Gender : Male
Date of Birth : 23/05/1993
Hobbies : Playing Sudoku and cricket

Nationality : Indian Hindu
Languages Known : English, Hindi and Telugu
Address : S/O V.YELLAIAH,
H.NO:2/126, V.Kothapalli (v&p),
Vemula(M),
YSR Kadapa(D).

DECLARATION

I hereby declare that above information is correct to the best of my knowledge and belief.

Place:

Date: (VEMULA ASHOK)