



# Pramuk Fernando

## Sales Consultant

Highly Motivated sales professional with 10+ years of experience in providing expertise in strategic lead generation, Sales Presentation, Training, effective liaising enterprise sales strategy, Creative selling, and department supervision across diverse sectors. Furniture, Travel Retail, FMCG Sales Representative with consistent record of converting sales prospect in to loyal. Satisfied clients and building a network of referrals and follow-up loss sales to increase sales.



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Dubai, UAE



Sri Lanka

## SKILLS & COMPETENCIES

\*Sales guidelines implementation \* Merchandising \*Customer relationship management \*Training  
\*Pricing and Maintaining Retail floor standards \*Stock Take \*Follow-up on loss sales \*Delivery management

## Work Experience



Sales Consultant

23 Aug 2016 to 31 Aug 2021



- Following pricing and floor standards to given sections.
- Meeting the sales target monthly and annually.
- Assisted customers with customer service issues by troubleshooting and problem solving.
- Completing the Card Transaction in MPOS.
- Maintaining the customer data base and loss sale tracker.
- Scheduling deliveries as per the customer's request.
- Relationship with warehouse team to avoid miss deliveries.
- Recommended products based on customer needs and desires, answered questions regarding products
- Maintained knowledge of sales, promotions, store policies, and security practices.



## Sales Assistant

17 March 2012 to 18 July 2016



- Assist customers in the in-store check-out process
- Ringing up sales, bagging items, requesting price checks, honoring coupons.
- collecting payment and giving appropriate change



## Key Accounts Executive

01 September 2009 to 29 Feb 2012



- Maintain Relationships
- Sell Additional Services
- Handle Contracts
- Network with Potential Clients
- Maintaining the display and priorities the products with competitor products



## Sales Representative

01 September 2008 to 31 August 2009



- To promote the sales of various personal banking products in the allocated markets.
- To achieve sales targets agreed with the Direct Sales Manager.
- To provide MIS & competitor feedback on a weekly basis.
- To conduct promotional activities group meetings and road



## Visiting Lecture

01 May 2009 to 10 March 2012



- Organize, maintain and manage class systems in proper working condition.
- Manage and monitor student behavior.
- Initiate and implement systems, procedures and other student management issues.
- Develop and implement lesson plans and classroom activities in consistent with the student management issues.
- Conduct group training sessions.
- Determine and troubleshoot technology services for staff.

## EDUCATION



Thurstan Collage Colombo 07

**GCE A/L 2008**

**GCE O/L 2005**



IDM Computer studies 2005

**Diploma in ICT**



Chartered Institute of Marketing 2011

**Marketing Information and Research**



## Sports



- Batsman at Home Centre NE Team.
- Playing for Club in UAE and Won Lanka Lions League UAE in 2018.



- Played rugby under 13 to under 19 in Thurstan Collage.
- Champions 2002, Runners-up 2003/2004/2005, Third Place 2007
- Represent CH and FC Rugby Club since 2008 to 2012



- Foot Ball Captain in 2017 Home Centre Foot Ball League.

# Extra-Curricular Activities and Achievements

- 1995/1996 Western Music and speech Honest Passed
- 1996/1997 Speech Merit Pass
- 1998 1<sup>st</sup> Place in District in Recitation
- 1998 3<sup>rd</sup> Place in Zonal in Recitation
- 2002 Best Pupil in Buddhist School
- 2007 3<sup>rd</sup> Place in Acting and Drama Competition.

## Languages



## Interests



Writing



Movies



Public Speaking



Music



Traveling



Sports

Signature

Date