

Thamizh Selvan P

Team Leader -Sales & Service

Contact

Address

Chennai, TN

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Skills

Sales team leadership

Team building and development

Decision making skills

Problem solving skills

Sales team supervision

Communication and interpersonal skills

Languages

Tamil

Excellent

English

Excellent

Energetic and dynamic Territory Sales Team Leader with 2+ years experience in sales and service, demonstrated leadership skills that align teams and strengthen brand loyalty through exceptional customer service and exceed sales targets. Seeking an opportunity to fit myself in competitive sales environment to achieve company's desired goals.

Work History

2020-11 -
Current

Team Leader - Sales & Service

Asian Paints, Chennai, Tamil Nadu

- Handling sales and service division for territory base
- Lead team of 26 members while providing exceptional customer service.
- Built strong relationships with customers through positive attitude and attentive response.
- Coached team members in customer service techniques, providing feedback and encouragement toward reaching sales goals.
- Run day to day meetings with team members regarding prospective sites, follow up for ongoing sites and encouraging team to achieve monthly targets
- Weekly meetings with managers to identify potential areas for sales and performance analysis of team

2019-08 -
2020-10

Sales Associate

Asian Paints, Chennai, Tamil Nadu

- Engaged with customers to effectively build rapport and lasting relationships.
- Provided positive first impressions to welcome existing, new and potential customers.
- Direct site valuation and preparation of estimated quotation
- Handling customer complaints, answering customer queries and follow up for on time completion.

Education

2014-07 -
2017-04

Bachelor of Science: Mathematics

Sacred Heart College - Tirupattur

2012-06 -
2014-04

Higher Secondary Education

Government Higher Secondary School - Ponneri