

ABDUL MEHABOOB RAZA RACHAKULA

Machilipatnam, Andhra Pradesh 521002 | 8639030377 | mehaboobraza4@gmail.com

PROFESSIONAL SUMMARY

Sales and retail operations professional with experience in territory sales management, electric vehicle sales, and store management. Skilled in territory planning, sales target achievement, lead generation, customer relationship management, market development, team coordination, sales reporting, inventory control, and after-sales support.

CORE SKILLS

Territory Sales Management • Sales Planning & Target Achievement • Lead Generation & Conversion • Dealer/Channel Coordination • Customer Relationship Management • Team Leadership • Market Mapping • Sales Reporting • Negotiation • Inventory & Store Operations • After-Sales Support • MS Office

PROFESSIONAL EXPERIENCE

Territory Sales Manager | PUR Energy Pvt. Ltd.

March 2026 – Present

- Plan and execute territory-level sales activities to achieve assigned monthly, quarterly, and annual targets.
- Identify new business opportunities, map potential markets, and build relationships with customers, dealers, and channel partners.
- Generate and follow up on leads, guide prospects through the sales pipeline, and improve conversion rates.
- Monitor territory performance, sales trends, competitor activity, and customer feedback to identify growth opportunities.
- Coordinate with internal teams and channel partners to support product availability, promotions, customer deliveries, and after-sales service.
- Prepare regular sales reports, maintain accurate customer and pipeline records, and share progress against targets with management.
- Support sales team performance through follow-ups, product updates, customer handling guidance, and target reviews.

Store Manager | OLA Electric Pvt. Ltd. (on payroll of 2Coms Consulting Pvt. Ltd.)

2024 – March 2026

- Managed day-to-day store operations, inventory control, stock reconciliation, and vendor coordination.
- Oversaw daily sales activities, customer service, and after-sales support to maintain a smooth customer experience.
- Maintained sales documentation, operational reports, and compliance with company guidelines.
- Coordinated store activities to support sales performance and operational efficiency.

Sales Executive | OLA Electric Pvt. Ltd. (on payroll of Adecco India Pvt. Ltd.)

2021 – 2024

- Handled customer interactions, product presentations, and electric vehicle sales conversions.
- Assisted customers with test rides, finance and loan options, and purchase documentation.
- Maintained sales records and daily reports while working toward assigned monthly sales targets.

EDUCATION

Degree – B.Sc. (MEC'S) — Currently Pursuing (2023–Present)

Intermediate – M.P.C., Andhra Pradesh Residential Junior College (2018)

Secondary School – C.B.S.E., Sri Venkateswara Public School (2014)

TECHNICAL SKILLS

MS Office • Windows operating systems • DTP (Desktop Publishing)

PERSONAL STRENGTHS

Leadership • Communication • Management • Critical Thinking • Creativity