

Prabindra Jung Malla



📍 Umm Al Quwain, UAE

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📅 23-11-1998

EXPERIENCE

→ 2017 - 2021

Modern Auto Works, YAMAHA (Nepal)

Sales Executive

Responsibilities:

- *Sales interaction directly with customers, selling items and delivering correct information. *Responsibilities include advising on product information, pricing, and warranties.
- *Initiatives such as building up temporary sales structures at marketplaces are intended to attract new clients.
- *Operating registers for various payment methods.
- *Providing product updates, and analyzing sales success are all critical to optimizing results.

→ 2024 - Present

Master Printing Plate Industry (Umm Al Quwain, UAE)

Electroplating Incharge

Responsibilities:

A Copper Plating/Grinding & Polishing/Chrome Plating Incharge is responsible for overseeing and ensuring the quality and efficiency of electroplating and finishing processes. Their responsibilities generally include managing production, supervising the team, maintaining quality standards, and ensuring safe operations. Below are specific duties:

1. Process Management

- *Oversee the copper plating, rubbing & polishing, and chrome plating processes to ensure efficiency and quality.
- *Monitor the electroplating process, including proper chemical preparation and solution maintenance.
- *Supervise the grinding and polishing stages to ensure smooth and consistent finishes.
- *Ensure adherence to specified thickness, adhesion, and finish requirements for copper and chrome plating.

2. Quality Control

- *Inspect finished products for uniform plating, smoothness, and desired aesthetic and functional qualities.
- *Conduct routine tests to ensure plating solutions are balanced and meet specifications.
- *Address defects like uneven plating, peeling, or pitting, and implement corrective actions.

OBJECTIVE

Confident and energetic customer service and salesperson passionate about serving customers. Thrives in a challenging and fast-paced environment. Able to interact freely with customers resolve issue quickly. Now looking for a rewarding position where I can serve customers and increase customer retention.

SKILLS

- Sales Executive professional with a strong ability to multi-task, prioritize and manage time effectively. Interested in the position of Sales Executive at Modern Auto Works which is authorised dealer of Yamaha Nepal offering ability to handle high volume sales, active marketing skills and proven ability to resolve customer complaints professionally.
 - *ability to handle multiple tasks with good time management skills.
 - *Planning for high volume sales.
 - *Communication Skills: Clear and persuasive communication is key to connecting with clients and understanding their needs.
 - *Customer Relationship Management (CRM): Proficiency with CRM software to manage leads, customer information, and track interactions effectively.
 - *Product Knowledge: In-depth knowledge of the product or service to answer questions and highlight features that match customer needs.
 - *Problem-Solving: Creative thinking to overcome objections and address customer concerns.
 - *Goal Orientation: Focused on achieving sales targets and continuously driving performance improvements.
 - *Market Research: Understanding market trends and competitor activities to better position products/services.
 - *Adaptability: Ability to handle rejection, adapt to new challenges, and stay motivated.
- *Manage cash and cheque, adaptability, patience, clear communication skills.
- *Preparing various accounts reports, invoicing and debit collection.
- *Ms office-windows, Ms. word, Ms Excel, Ms Power point, Outlook etc.
- *Expertise in electroplating chemistry and techniques for copper and chrome plating.
- *Knowledge of rubbing and polishing tools and methods.

*Strong attention to detail and problem-solving abilities.

*Leadership and team management skills.

*Understanding of safety and environmental regulations.

LANGUAGE

- (reading, writing & speaking)
- *English
- *Hindi
- *Native(Nepali)

OTHER DETAILS

Nationality:Nepalese
Passport Expiry Date:15 March 2033

3. Equipment Maintenance

*Ensure all machinery and plating tanks are in optimal working condition.

*Schedule and oversee regular cleaning, calibration, and maintenance of plating equipment.

*Troubleshoot and resolve any technical issues promptly to minimize downtime.

4. Team Supervision

*Manage and train the plating and polishing team to maintain high standards of work.

*Allocate tasks and monitor team performance to ensure productivity targets are met.

*Promote teamwork, safety, and adherence to standard operating procedures (SOPs).

5. Safety Compliance

*Implement and enforce safety guidelines, especially for handling chemicals and heavy equipment.

*Ensure proper ventilation, protective gear, and adherence to environmental standards.

*Regularly inspect the workplace to identify and mitigate potential hazards.

6. Inventory and Resource Management

*Manage inventory of chemicals, plating solutions, and materials needed for the processes.

*Place orders for supplies and ensure availability to prevent production delays.

*Monitor resource usage to minimize waste and control costs.

7. Documentation and Reporting

*Maintain detailed records of plating processes, chemical usage, and quality inspections.

*Prepare production and performance reports for management.

*Document any incidents, defects, or improvements in the process.

8. Continuous Improvement

*Evaluate current methods and suggest improvements for efficiency and quality enhancement.

*Stay updated on new techniques and technologies in plating and polishing.

*Implement best practices to optimize resource use and reduce operational costs.

EDUCATION

✓ 2015

Aadikavi Bhanubhakta Campus(TU)

Science[Higher Secondary Education]

59.70