

ABHISHEK KUMAR

SALES MANAGER

DETAILS

ADDRESS

Sa 2/398 D2 Daulatpur,
Pandeypur, Varanasi
Mumbai, 221002
India

PHONE

7084670876

EMAIL

abhishekkumarinfo@gmail.com

DATE / PLACE OF BIRTH

05/12/1994
Varanasi

NATIONALITY

Indian

LINKS

[Linkdln](#)

SKILLS

Ability to Multitask

● ● ● ● ●

Computer Skills

● ● ● ● ●

Communication

● ● ● ● ●

Adaptability

● ● ● ● ●

Customer Service

● ● ● ● ●

Sales

● ● ● ● ●

Leadership Quality

● ● ● ● ●

HOBBIES

Cricket(Played Nationally)

Badminton(State Level)

Table Tennis

Tour & Travelling

Listening Song

PROFILE

Dynamic Sales Manager with over 6 years of experience in portfolio and business development management, effectively driving strategic initiatives that enhance operational efficiency and client satisfaction. Demonstrated ability to manage complex transactions and foster strong client relationships, ensuring alignment with business objectives. **Committed to delivering results that align with organizational goals, cultivating innovation, and enhancing overall business growth.**

EMPLOYMENT HISTORY

Senior Portfolio Manager, Square Yards

Mumbai

May 2024 — Feb 2025

A Senior Portfolio Manager in a real estate company is a **high-level professional responsible for overseeing and optimizing a real estate portfolio, including both transactional activity and asset management.**

- **Portfolio Management:**Oversee the entire real estate portfolio, including asset allocation, risk management, and performance analysis.
- **Investment Strategy:**Develop and implement investment strategies for the portfolio, ensuring alignment with company goals and client needs.
- **Transaction Management:**Manage all aspects of real estate transactions, including acquisitions, financing, and dispositions.
- **Asset Management:**Oversee the day-to-day operations and management of properties within the portfolio, including tenant relations, property maintenance, and property improvements.
- **Performance Monitoring**
- **Client Relationship Management**

Senior Business Development Associate, BYJUS

Bangalore

Dec 2020 — Aug 2023

- **Client Acquisition:**Identifying and reaching out to potential clients, such as schools, educational institutions, or individual learners.
- **Deal Negotiation:**Negotiating terms and finalizing contracts with clients, including pricing, payment plans, and service agreements.
- **Product Demonstration and Training**
- **Relationship Management**
- **Sales Pipeline Management:**Tracking and managing the sales pipeline, from initial lead generation to deal closure.
- **Business Development Strategy:**Contributing to the development and execution of business development strategies to achieve company goals.

LANGUAGES

English



Hindi



Territory Sales Manager, Zebronics

New Delhi

May 2019 — Aug 2020

- **Sales Target Achievement:**Achieving and exceeding sales quotas for their assigned territory.
- **Building Relationships:**Developing and maintaining strong relationships with distributors and retailers within their territory.
- **Dealer Acquisition:**Identifying and **on boarding** new dealers to expand Zebronics' reach in their area.
- **Product Knowledge**
- **Market Monitoring**
- **Sales Strategy Implementation.**
- **New Product Launch:**Supporting the introduction and promotion of new products within their territory.

EDUCATION

Bachelor in Computer Science and Engineering, Uttar Pradesh Technical University

Varanasi

Apr 2015 — Mar 2019

Intermediate, S. P Intermediate College

Varanasi

Mar 2011 — May 2013

Pass with Honors.

High School, Udai Pratap Public school

Varanasi

Jul 2008 — Apr 2011

COURSES

Executive Program In Business Analytics and Data Driven, IIM Vishakhapatnam

Sep 2023 — Apr 2024

Andriods Apps Development, UP-TECH

Jul 2018 — Sep 2018

Python Language, IIT BHU

Jun 2018 — Jul 2018

INTERSHIPS

Sales Executive, Outlook Magazine Company

New Delhi

Jul 2018 — Feb 2019

A Sales Executive in a magazine company is **primarily responsible for generating revenue by selling advertising space within the magazine to businesses and individuals.**