

# KUMAR ASHUTOSH

Jaipur, Rajasthan

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Result-driven management professional with over 3 years of experience in driving revenue growth and enhancing client relationships. Skilled in collaborating with cross-functional teams to align product strategies with business objectives and ensure successful product delivery.

## Work Experience

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### **Key Accounts Manager**

Zomato-Jaipur, Rajasthan

July 2024 to Present

- Managed a portfolio of 150+ restaurant accounts in Jaipur, overseeing key performance metrics such as profit and loss (P&L), order volume, outlet sales, advertising, and growth.
- Developed and maintained strong merchant relationships by crafting and implementing both long-term and short-term business strategies to drive growth and recommend actionable improvements.

### **Summer Intern**

ITC Limited-Bengaluru, Karnataka

April 2023 to June 2023

- Engaged with distributors and static sales points, including railway outlets, across the Bengaluru region to enhance brand presence for ITC Sunfeast Biscuits and Cakes.
- Provided portfolio recommendations and trade margin strategies to optimize the market positioning and sales of Sunfeast Biscuits and Cakes

### **Assistant Manager (sales)**

Planetspark-Gurugram, Haryana

January 2021 to March 2022

- Led revenue generation initiatives for Middle Eastern and domestic markets, focusing on growth and market expansion.
- Managed and trained sales teams, ensuring skill development and adherence to sales strategies.

### **Business Development Associate**

Byju's-Jaipur, Rajasthan

June 2019 to March 2020

- Proactively engaged with prospects in the K-12 segment across the Rajasthan region, conducting presentations and product demonstrations.
- Generated over INR 2 lakhs in weekly revenue by closing sales with new and existing clients.

### **Business Development Executive**

Extramarks education India Pvt. Ltd.-Jaipur, Rajasthan

January 2019 to June 2019

- Proactively engaged with prospects in the K-12 segment across the Rajasthan region, conducting presentations and product demonstrations.
- Consistently generated over INR 1 lakh in weekly revenue through targeted outreach and client acquisition.

## **Sales & Marketing Intern**

Diviniti-Jaipur, Rajasthan

April 2017 to July 2017

- Engaged prospective customers through phone and email outreach to promote corporate gifting solutions and drive sales.

## Education

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### **Executive Certification Program in New Product Development and Marketing Strategy**

Indian Institute of Management - Visakhapatnam, Andhra Pradesh

October 2024 to Present

### **Masters of Business Administration in Marketing**

International School of Business & Media - Pune, Maharashtra

July 2022 to March 2024

### **Bachelors of Business Administration in Marketing**

International School of Business & Media - Pune, Maharashtra

July 2016 to April 2019

### **High School Examination in Science**

Delhi Public School - Vidyut Nagar , Noida, Uttar Pradesh

March 2012 to March 2013

### **Secondary school certificate**

Delhi Public School - Vidyut Nagar , Noida, Uttar Pradesh

April 2010 to March 2011

## Skills

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- Client Relationship Management
- Communication strategies
- Account Management
- Sales Management
- Product Development
- Branding

## Languages

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- English - Fluent
- Hindi - Fluent

## Awards

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### **National level runner up of Atharva'36-Business plan event at TAPMI, Manipal**

January 2023

### **BITS, pilani International startup conclave (Conquest)**

May 2020

## Certifications and Licenses

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### **Executive Certification Program in New Product Development and Marketing Strategy**

October 2024 to Present

## Additional Information

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### Extracurricular activities

- Represented the college in competitive Badminton and cricket tournaments.
- Secured 1st position in inter-college solo singing competition for my institute.
- Vice Head Boy of my school's students council.
- Represented school in Inter DPS debate competition.