

KUMAR ASHUTOSH

Noida | 9717624878
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Summary

Dynamic sales professional with over 3 years of experience in driving revenue growth and building strong client relationships. Adept at collaborating with cross-functional teams to align sales initiatives with business objectives.

Experience

Zomato | Jaipur

Growth Manager | 07/2024 - Present

- Managing a portfolio of 150+ restaurants in Jaipur in terms of their P&L, Order volume, outlet sales, ADs, and growth
- Maintaining strong relationships with the merchants by building long-term and short-term strategies and recommending ways to boost their business.

ITC Limited | Bengaluru

Summer Intern | 04/2023 - 06/2023

- Connecting to the distributors and static counters in the Bengaluru region, primarily railways to make the brand presence of "ITC Sunfeast biscuits and cakes" more prominent
- Portfolio recommendation and trade margin approach for "Sunfeast biscuits and cakes"

Planetspark | Gurugram

Assistant Manager (sales) | 01/2021 - 03/2022

- Responsible for revenue generation for the middle-east and domestic market
- Team handling and sales training & maintaining necessary data and records for future reference

Byju's | Jaipur

Business Development Associate | 06/2019 - 03/2020

- Actively reaching out to prospects followed by conductions for the K12 segment in Rajasthan region
- Responsible for revenue of more than 2lcs on a weekly basis.
- Negotiated contracts and closed sales with new and existing clients
- Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts.

Extramarks education India Pvt. Ltd. | Jaipur

Business Development Executive | 01/2019 - 06/2019

- Actively reaching out to prospects followed by conductions for the K12 segment in Rajasthan region
- Responsible for revenue of more than 1lc every week

Diviniti | Jaipur

Sales & Marketing Intern | 04/2017 - 07/2017

- Connected with prospective customers through phone calls and emails for corporate gifting

Education

Indian Institute of Management, Vishakhapatnam

New Product Development and Marketing Strategy | 05/2025

International School of Business & Media | Pune

Masters of Business Administration, Marketing | 03/2024

International School of Business & Media | Pune

Bachelors of Business Administration | 04/2019

Delhi Public School | Vidyut nagar
High School Examination:Science | 03/2013

Delhi Public School | Vidyut nagar
Secondary School Certificate | 03/2011

Skills

Business development, Client Relationship Management, Sales strategies, Communication strategies, Key Account Management

Languages

English, Hindi

Accomplishments

- J-coff- (product ideation in the FMCG sector)
- Inter School Debate competitions
- Vice head boy of student's council
- National level runner up of Atharva'36-Business plan event at TAPMI, Manipal
- Selected out of 60 interns during my course of internship in divinity for a project
- Cleared round 1 of BITS, pilani International startup conclave (Conquest), 2016 and 2020

Interests

- Cricket
- Music
- Badminton
- Fitness
- Photography