

KUMAR ASHUTOSH

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Jaipur, Rajasthan

OBJECTIVE

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.

EXPERIENCE

- Zomato** July 2024 - Present
Key Accounts Manager Jaipur, Rajasthan
 - 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.
- ITC Ltd.** April 2023 - June 2023
Summer Intern Bengaluru, Karnataka
 - 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.
- Planetspark** Jan 2021 - March 2022
Assistant Manager (Sales) Gurugram, Haryana
 - 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.
- Byju's** June 2019 - March 2020
Business Development Associate Jaipur, Rajasthan
 - 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.
- Extramarks Education** Jan 2019 - June 2019
Business Development Executive Jaipur, Rajasthan
 - Consistently generated over INR 1 lakh in weekly revenue through targeted outreach and client acquisition.

EDUCATION

- International School of Business & Media** July 2022 - March 2024
Masters of Business Administration in Marketing Pune, Maharashtra
 - Grade: 72%
- International School of Business & Media** July 2016 - April 2019
Bachelors of Business Administration in Marketing Pune, Maharashtra
 - Grade: 65%

SKILLS

- Core Competencies:** Communication, Marketing, Sales
- Technical Skills:** MS Office, SQL
- Management Skills:** Product Management, Account Management

HONORS AND AWARDS

- National level runner up of Atharva'36 - Business plan event** January 2023
TAPMI, Manipal
- BITS, Pilani International Startup Conclave (Conquest)** May 2020
BITS, Pilani

CERTIFICATIONS

- Executive Certification Program in New Product Development and Marketing Strategy** Ongoing
Indian Institute of Management - Visakhapatnam

ADDITIONAL INFORMATION

- 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