



NAVEEN KUMAR

Contact Details

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Current Location : Raipur

Personal References

Name- Praveen kumar singh
Email : praveensingh.199@gmail.com
Company : Tech Mahindra
Position : Senior Developer
Mobile Number- +91 8793160643

Name- Vishwardhn Singh Parmar
Email : parmarvishwardhan95@gmail.com
Company : orient cement Pvt Ltd(CK Birla group)
Position : Seniou Sales Executive
Mobile Number- +91 8464085935

Objective

Seeking a position as a manager where extensive experience will be further developed and utilized.

Work Experience

KENT RO SYSTEMS LTD.- JAN '18 - PRESENT

AREA SALES MANAGER

To manage the business with the channel partners of KENT RO in Raipur region, do the primary and secondary sales and add new channel partners and handle in modern trade counter as well.

KEY DELIVERIES :

- **Sales:** Taking care of the primary, secondary sales and ensuring collection could be done in time
- **Marketing:** Working in coordination with branding team to decide the allocation for in shop branding, increase more visibility in market and scan the requirement in the market
- **Business Development :** On a successful path of business development through new dealer, distributor and DSD's appointment in potential market
- **Operations :** Managing activities pertaining to timely delivery of service to customers which requires co-ordination with transporters, carry forward agents and the customers
- **Relationship Management :** Managing customer centric operation and ensuring customer satisfaction by achieving delivery timelines and quality norms
- **Lead generation :** Meeting influencers and specifiers to get a favorable recommendation for the brand. Specifiers include Architects and interior designers
- **Promotional activity :** Planning promotional activities at various potential spots like foot fall areas, institutions and societies and increase more awareness about our products
- **Team handling :** Monitoring ISPs and GL and routinely train them and motivate for tertiary sales and weekly sales report
- **Modern Trade :** Develop and implement business strategies and action plans and propose business improvement, generate PO, display management and on job training to promoters
- **Notable achievements :** Expanded the network of the company by appointing 15+ dealer , 1 DSD,s and 1 distributor

BHARTI AIRTEL LTD. MAY 2017 - JUNE 2017

Marketing Intern

- To understand the basics of telecom business, learn the telecom product sales and the various factors influencing the telecom product sales.
- Market study of Airtel 4G wireless devices and postpaid sim

Education Qualification :

PGDM (IT & MARKETING) - 2018

BALAJI INSTITUTE OF MODERN MANAGEMENT, PUNE - 72.6%

B.E. (MN)- 2015

C.S.V.T.U. BHILAI - 72.55%

H.S.S.C (12TH) - 2010

C.G.B.S.E. RAIPUR - 83.4%

C.G.B.S.E. RAIPUR - 2008

C.G.B.S.E. RAIPUR - 82.2%

Certification

Data Science & Machine Learning in R & Python -
Indian Institute Of Management Raipur. - 2020

CO CURRICULAR ACTIVITIES

- Academic Coordinator of The Class in 2nd semester in PGDM
- Finance Coordinator of BIMM at Cultural Event.
- Member of College Cricket team.
- Active Participation in Social Causes like Blood Donation.

Personal Details

Date of Birth : 18th Feb 1993
Languages Known : English & Hindi
Marital Status : Single

DECLARATION :

"I do hereby declare that the above particulars of facts and information stated are true, correct and complete to the best of my belief and knowledge."