

## **CURRICULUM VITAE KUMAR PRASHANT**



Looking forward to hold a challenging position in the corporate world through hard work & dedication and applying the skills & experience already gained to ensure high quality positive contribution for tremendous growth of the organization I work with.

### **PERSONALITY PROFILE**

Young, energetic, effective presentation & communication skills, high interaction capability to work in flexible environment and ever ready to learn with positive bend of mind.

### **RELIANCE COMMUNICATION**

Company Profile : Reliance Group's flagship company, Reliance Communications is India's foremost and truly integrated telecommunications service provider. The Company has a customer base of above 118 million including over 2.6 million individual overseas retail customers. Reliance Communications has established a pan-India, next generation, integrated (wireless and wireline), convergent (voice, data and video) digital network that is capable of support in best-of-class services spanning the entire communications value chain, covering over 21,000 cities and towns and over 400,000 villages.

#### **The Attainments**

Appointment and Manage distribution channel effectively.  
Ensure doing 30 OTP for self and each DSE as per company norms.  
Ensure product availability at every potential point of sales.  
Ensure adherence of beat as per guidelines.  
Retailer wise Gross planning every month as per their industry Gross.  
Ensuring quality Gross from each retailer.  
Meet assigned acquisition, distribution KPI and revenue targets.  
To increase the customer Base and Achieving Revenue sales targets in the region.  
Monitor, Announce and ensure implementation of all trade Schemes.  
Ensuring strong distribution/channel through timely market mapping, analyzing competitor's activity, proper beat planning and stock management.

Ensuring proper coordination with logistics, various sales channel network-services & commercial department and management.  
Planning and monitoring the performance of field force and ensuring Support in achieving the sales target.

Designation : **(SO) SALES OFFICER**  
Job Location : Patna City to Mokama  
Job Description : To visit the retailer point and convince about tariff plan activation and EKYC device support and many other problem which retailer use to face.  
Duration : 03<sup>rd</sup> June 2014 to Nov 2017

#### **NIDAN NGO**

Designation : **Center Incharge & IT Faculty**

#### **BHARTI INFRATEL LIMITED**

Designation : **MIS Executive**

#### **FRONTLINE BUSINESS SOLUTION**

Designation : **MIS Executive**

#### **INDIA TELECOM INFRA LIMITED**

Designation : **MIS Coordinator**

#### **BHARTI INFRATEL LIMITED**

Designation : MIS Executive

#### **MAHINDRA & MAHINDRA ( GENERATOR DEPARTMENT)**

Designation : **MIS Coordinator**

#### **Nuclear Power Corporation of India limited**

Designation : P A to Scientific Officer Grade 'F' Rank

#### **COMPUTER SKILLS**

Completed One Year Diploma Course in Computer Application

#### **TYPING SKILLS**

40 Word per minute typing speed

#### **EDUCATIONAL QUALIFICATION**

Completed 10<sup>th</sup> from Bihar Sanskrit Sikhsha Board, Patna in the Year 2002.

Completed 10+2 from Bihar Intermediate Educational Council Patna in the Year 2007.

Completed B.A. from Anugrah Narayan College (Magadh University, Bodh Gaya) in the Year 2010.

**Date of Birth** : 10<sup>th</sup> May 1987  
**Father's Name** : Sri Arun Kumar Gupta  
**Mother's Name** : Late Lily Gupta  
**Gender** : Male  
**Marital Status** : Married  
**Nationality** : Indian  
**Mobile Number** : 91-7004195498 / 91-9835077766  
**Language Proficiency** : English, Hindi  
**Hobbies** : Reading Books, Visiting New Places  
**Permanent Address** : S/o Late Arun Kumar Gupta  
House No. – 11, Road No. – 08  
East Patel Nagar, Patna – 800 023  
Near Telephone Exchange

Place Patna

Date 02-Sep-2020

Kumar Prashant