**DEEPANKAN KUMAR**

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Male, 26 years

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# Objective

To work in a learning environment where people skills and commitment to excel can be utilized towards professional growth and fulfilment of organizational goals

# PROFESSIONAL SYNOPSIS

* Presently associated with “**Hafele** India Pvt Ltd” as Territory Manager since **(April 2018 to Present)**, for increasing the market share and growing the business, meeting the needs of channel partners in order to enhance the business.
* Taking care of entire gamut of hardware (furniture fitting, architectural fitting, glass fitting, sliding fitting) & Kitchen fitting and handling the channel partners of Hafele and handling the architects and key builders & contractors of my region and building relationship with them.
* Worked with “DCM Shriram Limited” from **(May 2016 to April 2018)** as Senior Sales & Marketing Executive of Fenesta Building Systems. Gained valuable experience of **2** years.
* Goal-oriented professional with more than **4.5 years** of experience in Engineering Sales & Marketing.
* Skilled in managing entire gamut of product sales engineering like product demonstrations, & marketing activities.
* A self-driven person with leadership qualities.
* A team player with excellent communication, exceptional analytical, negotiation & relationship management skills.
* Good in maintaining strong business relationships, self-motivated and an active listener.
* Languages Proficiencies: **English & Hindi.**

# EDUCATIONAL QUALIFICATIONS

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| --- | --- | --- | --- | --- |
| **Qualification** | **School/College** | **Board/****University** | **Year of Passing** | **Percentage/****CGPA** |
| MBA | KIIT School of Management | KIIT University | 2016 | 7.0 [CGPA] |
| B.Tech (Civil) | KIIT University, Bhubaneswar | KIIT University | 2015 | 7.0 [CGPA] |
| Std XII | Creane Memorial High School, Gaya | CBSE | 2011 | 84.6% |
|  Std X | Kendriya Vidyalaya 1, Gaya | CBSE | 2009 | 88% |

# internShip / academic projects

* Summer Internship Project at **SREI Infrastructure Finance LTD** (from **4th May 2015 to 4th July 2015**) on “A Comparative Study of Credit Evaluation of SREI Equipment Finance”.
* Summer Internship Project at **BIHAR PUL NIGAM** **(**from **1st June 2014 to 30th June 2014).**
* Project on **Participatory Irrigation Management in INDIA** at KIIT School of Civil Engineering for part fulfillment of the B.Tech degree in the academic year 2014-2015.
* Summer Internship Project at **GAMMON INDIA LTD (**from **1st June 2013 to 30th June 2013 )** on the ”Bogibeel Rail Road Bridge across the river Brahmaputra".

# ACHIEVEMENTS / Certifications

* Successfully managed the inactive channel partners of my region and ensured their profitability.
* Building professional relationships with decision-making authority, external and internal department to enhance functional capability and ensure alignment on objectives and metrics.
* Formulating quality standards; ensuring high-quality customer experience, while adhering to SLAs and work process.
* Managing & enabling the entire gamut of dealership operations thereby ensuring timely completion of targets.
* Acquiring various commercial & infrastructure project from ABI (Architects, Builders/Developers & Infrastructure companies); managing the sales process for new prospects, from initial contact through to closure.
* Successfully sold Fenesta windows worth 16 Lacs at full mark-up price in DCM Shriram Fenesta, by which achieved highest incentives at once.
* Networking with key specifiers such as Architects, Consultants, Builders, End users for UPVC Doors & Windows requirement planning product promotion as well as to conduct other promotional activities to generate new business avenues.
* Identifying prospective clients and maintaining relationships with the existing by understanding their product requirements through regular meetings, mails, cold-calling; mapping further sales and business development opportunities thereby increasing customer base.
* Certified from **Macquarie University at Sydney, Australia** for “Excel Skills in Business” in an online paid course program by ***Coursera in May 2020.***
* Certified from **University of Illinois at Urban-Champaign, United States** for “Marketing in a Digital World” in an online paid course program by ***Coursera.***
* Certified from **University of Illinois at Urban-Champaign, United States** for “Digital Analytics for Marketing Professionals: Marketing Analytics in Theory” in an online paid course program by ***Coursera.***
* Certified from **University of Illinois at Urban-Champaign, United States** for “Digital Analytics for Marketing Professionals: Marketing Analytics in Practice” in an online paid course program by ***Coursera.***

# COMPUTER PROFICIENCY

* Window Maker software.
* Proficient in MS Excel, Received certification from **“Macquarie University, Sydney Australia”** for Excel Skills in Business: through online paid course program via Coursera.

# INTERESTS / EXTRACURRICULAR ACTIVITIES

* Represented the organization in front of top ranked architects and builders and in enhancing the business development process in an event organized at “Delhi Soochna Bhawan” on 22nd and 23rd December 2016.
* Volunteered team South Delhi for the mobile studio program held in the region which was open for all.
* Volunteered for Kolosseum'14 the Annual Mega Fest of School of Management, KIIT University.
* Volunteered in 6th National Finance Conclave, 2015 held in KIIT School of Management on 27th Sept 2015.
* Disciplinary Committee member of KIIT Fest 2015, the annual college fest of our university.
* Member of NSS (National Service Scheme) Wing of KIIT University.
* Tournament levels snooker, pool, & carom player.