

KAMAL NARAYAN TIWARI

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Senior Agency Manager Aditya Birla Health
Business development manager HDFC STANDARD LIFE
Senior-Level Positions in idea cellular ltd

Target Industry: network marketing, seals marketing, channel marketing and Insurance Sector

Snapshot

- > Enterprising, hard working and core activities at prestigious firm so as to utilize my skills and abilities in the marketing sector for practical knowledge while innovative and flexible.
 - > Gained over 5+ years within the marketing & network marketing sector having exposure in the multifunctional areas of marketing.
 - > Demonstrated the ability to fill in at a moment's notice, quickly mastering new systems, processes and workflows
 - > Exposure in managing vendor/ supplier relations; and overseeing the timely, accurate processing of invoices, purchase orders, expense reports and credit me.
 - > A keen learner with ability to work under pressure & meet deadlines. Possesses strong leadership, people management and inter-personal skills.
 - > Objective to work in an organization which provides opportunities for growth, learning and scope for the implementation of my skills and hence give my best of the organization.
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Areas of Expertise

- > MBA in marketing with 5+ years of experience in corporate sales, marketing, channel sales and business development.
 - > Handled dealers and corporate sales successfully. Increased sales of products through channel sales and corporate sales. > Expected to network and socialize with a range of stakeholders and customers to build and maintain relationships.
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Employment Profile

(1) Company name: ADITYA BIRLA HEALTH

Duration: July.2019 / Till DATE

- > Handling at team of 80+ members maintaining and retaining healthy business relations with corporate clients to generate more business from existing clients.
- > Generating leads through continuous visits, building good relationship with corporate clients.
- > Handling customer queries for their satisfaction and for creating new business avenues.
- > Increasing sales through existing corporate clients and through new clients, Analyzing competitor activities and reporting to related officer.
- > Communicating and coordinating with the other departments as well as the third parties for resolving their concerns/ queries and timely compliance.

(2) Company name: HDFC STANDARD LIFE:

Duration: Sep/2017 to April 2019

- > Handling at team members maintaining and retaining healthy business relations with corporate clients to generate more business from existing clients. Generating leads through continuous visits, building good relationship with corporate clients
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Professional Qualifications

- > Master of Business Administration (MBA) In Marketing in August 2016 (1st) division from BU Bhopal.
 - > Diploma in computer applications in June 2012 (1st) division from MCU Bhopal.
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Education

- > **BSC (biotech) from PTNS collage Shahdol (m p)**
- > **12th Govt. High School Barhi - Katni (m p)**
- > **10th Govt. High School Barhi - Katni (m p)**

IT SKILL

- Basic knowledge of computer MS Office & Internet.
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Projects Handled

- Project Task Force for the Project “target archives & perfect business planning” at Idea Cellular Limited.
 - Team Member of the team formed for accomplishment of “Corporate Social Responsibility” and “Employee Conflict Management Committee “at idea cellular ltd. and Amway business.
 - Undertaken the project on marketing sector as part of MBA study under the title “Role of private players in marketing sectors- with special reference to marketing sector.”
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Awards Received

- **20 + award winning from regional national and international convention with ADITYA BIRLA HEALTH**
 - **10 + award winning from national and regional convention with HDFC STANDARD LIFE.**
 - 3+ years of continuous, hard work, and result oriented service with **IDEA CELLULER LTD**, has been awarded by promotions and by promoting from the rank of area sales manager to a distribution department (distributer).Received prize from D.M. for 10th &12th academic performance. Won certificate by my school H.M.
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Training Programs

- Motivation and Decision Making Training Program organized at HDFC STANDARD LIFE
 - Leadership and service excellence program organized by HDFC STANDARD LIFE
 - Training program on Human Skills and Self Development organized by.
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Personal Profile

Date of Birth	14 th January 1993
Passport Number-
R.S.Address-	H-no 18“ Junior MIG” housing board colony Jabalpur (M.P)

References: Available on Request