**CURRICULUM- VITAE**

RAJESH KUMAR

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SUMMURY:-

Meticulous & value-driven Sales Executive skilled at sales, client relationship management, partnerships and negotiations. Proficient in closing sales deals worth millions of dollars. Skilled professional with hands-on experience in developing strategic relationships & increasing profitability. Adept at forging partnerships to create strategic benefits. Looking forward to apply the acquired gamut of skills to a challenging role.

EDUCATION:-

Dr. A.P.J. Abdul Kalam Technical University, Lucknow

MBA Kanpur, IN

 Sep '11 - Jun '14

C.S.J.M. University, Kanpur

B.Sc Kanpur, IN

 Jul '07 - May '10

PROFESSIONAL EXPERIENCE :-

Total, 5 years 8 Months Experience in the Corporate**:-**

**N.J.Financial Consultants and Developers Ltd**

Customer Relationship Manager Kanpur, IN

 Jun '19 – Present

NJFC Real Estate Company

**Job Responsibilities**

* Attracts potential customers by answering product and service questions; suggesting information about other products and services.
* Maintains financial accounts by processing customer adjustments. Recommends potential products or services to management by collecting customer information and analyzing customer needs. Prepares product or service reports by collecting and analyzing customer information. Contributes to team effort by accomplishing related results as needed.Maintains customer records by updating account information.
* Resolves product or service problems by clarifying the customer's complaint; determining the cause of the problem; selecting and explaining the best solution to solve the problem; expediting correction or adjustment; following up to ensure resolution.

**Kangaro Industries Limited**

Sales Executive Kanpur, IN

 Jul '16 – Jun ‘18

Kangaro Industries - Manufacturer of staplers, paper punches & gun tacker in Ludhiana, Punjab India

**Strategy & Leadership**

* Playing a key role in formulating & implementing the sales strategy for Kanpur India

**Sales & Business Development**

* Driving initiatives for achieving quarterly sales targets
* Won INR **20** **Lakh** worth of **sales deals** in a span of **2 months** as part of selling Office Stationery to local businesses
* Establishing a sustainable business for the firm by building a sustainable **deal pipeline**

**Client Relationship Management**

* **Managing key accounts** across Kanpur India including leading supplier of product.
* Ensuring that **cordial relationships** are maintained with existing clients to drive **repeat business**

**Ballarpur Industries Limited**

Territory Sales Incharge Kanpur, IN

 Sep '14 - Jun '16

Ballarpur Industries Limited (BILT) is India’s largest manufacturer of writing and printing (W&P) paper.

**Sales & Business Development**

* Driving initiatives for achieving quarterly sales targets
* Won INR **1.5 CR** worth of **sales deals** in a span of 12 monthsas part of selling Student Notebook & Premium executive Series to local businesses & Surrounding Kanpur.
* Establishing a sustainable business for the firm by building a sustainable **deal pipeline Client Relationship Management**
* **Managing key accounts** across Kanpur India including leading supplier of product.
* Ensuring that **cordial relationships** are maintained with existing clients to drive **repeat business**

**Gagan Water Proofing Pvt. Ltd**

Sales Executive Kanpur, IN

 Jul '13 - Aug '14

Gagan Waterproofing Pvt.ltd Provides integrated Solutions & chemical product for Construction.

**Sales & Business Development**

* Managing the Dealer/Distributor/C&F Meeting of Building Material and Hardware Compound.
* Creating an environment that sustains and encourage high performance.
* Motivating teams in optimizing their contribution levels.
* Organizing and conducting various employee involvement forums

COMPUTER PROFICIENCY:-

* M.S. Office.
* Basic knowledge of internet.

KEY SKILLS:-

* Sales
  + Client Relationship Management
  + Revenue Management
  + Partnerships
  + Negotiations
  + Alliances
  + Team Management

STRENGTHS:-

* + - * Willingness to learn in any environment.
      * Smart works & hard working.
      * Every work finished at the right time.
      * Attitude of positive thinking.
      * Punctual and self confident.

PERSONAL DETAIL:-

* Father’s Nam : Mr. Ram Lal
* Date of Birth : 14th Sep 1989
* Language Known : English & Hindi
* Marital Status : Single
* Nationality : Indian
* Gender : Male
* Permanent Address : Village- Godhrauli, Post- Aung,District- Fatehpur UP.

HOBBY:-

* Playing Cricket.
* Listening music.
* Net Surfing.

Declaration:-

I hereby declare that all information provided by me is true to the best of my knowledge.

Place:

Date:Rajesh Kumar