**Resume**

**Sanju Kumar**

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**Career Objective**

To associate myself with an organization that provides me an opportunity to show my tech no-proficient skills, improve my knowledge and to bea part of the team that works dynamically towards the growth of the Company.

**Personal Attitude**

Possess highly motivated & positive attitude towards life. Hardworking and willing to take on new responsibilities and responds to it with good initiative Responsible and dedicated, can be relied on to deliver job required.

 **Work Experience**

**Current company**

* Company – Aditya Birla Fashion & Retail Ltd (Off Role)
* Brand name- Peter England
* Designation – Area Manager (AM)
* Duration - From July 2019 to till date
* Location - Rudrapur (Uttarakhand)

**Roll and Responsibilities:**

* Maintain sales and profitability of assign area.
* Making monthly/quarterly/annually sale report and handover to higher management.
* To make the report of satisfied & dissatisfied customers.
* To create the solution to make satisfaction of customers.
* Increase standard of customer service.
* Providing training and development for staff.
* Communicate with clients on a regular basis.
* Set sales target for individual store.
* Maximise sales and profitability in the region**.**
* Handel 25 store with 100 + Staff
* Daily sale revive to each and every store.
* Maintain recruitment and hireing.
* Manage SOP of store.

**Previous company**

* Company – Aero Club (Woodland)
* Brand name- Woodland Shoes
* Designation – Area Sales Manager
* Duration - From September 2016 to June 2019
* Location - Dehradun (Uttarakhand)

**Roll and Responsibilities:**

* In woodland i was handle over 100 + Sis in retile segment
* To ensuring that store managers and their staff keep stores to the highest possible standards, being well organized and properly merchandised at all times.
* To the key ones is the setting of sales and operational goals and expectations.
* Maximizing sales and profitability.
* Maintaining and increasing standards of customer service.
* Controlling the training and development of your staff.
* Set standards and objectives for different stores
* Maintain Primary and secondary sales.
* Maximum sale achievement monthly quarterly and yearly.
* Routine visit to distributor and retailers. To generate the leads for marketing
* Maintain and handling retails in assign area.
* Healthy follow up of existing distributor & find scope of new distributors.
* Making the policy for increasing sale revenue effective 4p’s of marketing.
* Communicating effectively to seniors regarding the marketing operations.

**Previous company**

* Company - Leyon global Pvt ltd
* Brand name- Red chief
* Designation –Area Sales Executive
* Duration - From April2013 to August 2016
* Location - Haryana

**Roll and Responsibilities:**

* To the key ones is the setting of sales and operational goals and expectations.
* Maximizing sales and profitability.
* Maintaining and increasing standards of customer service.
* Controlling the training and development of your staff.
* Set standards and objectives for different stores
* Maintain Primary and secondary sales.
* Maximum sale achievement monthly quarterly and yearly.
* Routine visit to distributor and retailers. To generate the leads for marketing
* Maintain and handling retails in assign area.
* Healthy follow up of existing distributor & find scope of new distributors.
* Making the policy for increasing sale revenue effective 4p’s of marketing.
* Communicating effectively to seniors regarding the marketing operations.

Other industry exposure

* Fifteen days “**MDP ON MRKETING MANAGEMENT**” training Certificate from **MSME- DEVELOPMENTINSTITUTE (GOVT. OF INDIA)** industrial estate kaalpi road Kanpur (up)
* Summer Training in Red Chief in Kanpur titled Consumer behaviour towards on Branded shoes in Local market.

**Academic qualification**

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| --- | --- | --- | --- |
| ***Exam Passed*** | ***Year*** | ***Board/Univ*** | ***Subject*** |
| High School |    2004 | U.P.Board, Allahabad | Science |
| Intermediate |    2007 | U.P.Board, Allahabad | P.C.M. |

**Professional Education**

* MBA in Marketing& IT From GBTU Luck now in 2013
* BCA from Sikkim Manipal University in 2011

**Computer Skills**

* Programming Languages: C, C++
* Packages:  Microsoft Office
* Microsoft Excel
* Microsoft power point presentation

**Personal Details**

* **Date of Birth :** 19/03/1989
* **Father’s name :** Sri. Vishwanath Prasad
* **Marital Status :** Single
* **Hobbies :** Playing Cricket and listening music
* **Language known :** Hindi, English
* **Nationality:** Indian
* **Permanent Address :** Plot No. 117 A United Nagar Sarain Maswanpur Kanpur (UP) Pin- 208019

**Declaration**

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

**DATE: Sanju Kumar**

**PLACE:**