AKHILESH KUMAR

Address;- House No.-23, EWS Colony, Harmu

Ranchi (Jharkhand) Contact:-+91 8102105670

Email: akhileshirvine@gmail.com

**ASPIRING OPERATIONS MANAGEMENT ~ SALES & MARKETING PROFESSIONAL**

**EXPERTISE**

* Sales & Marketing
* Product Management
* Strategic Business Planning
* Business Development
* Target Achievement
* Client Relationship Mgmt.
* Prospecting Skills
* Presentation Skills
* Strong Networking skills

**PROFILE**

♦

Sincere and diligent professional with knowledge of Operations Management and

Experience of 11+ years in

Sales & Marketing Management and Business Development

♦

Currently working as

**Area Sales Manager**

Sales & Marketing at

**IRVINE TECHNOLOGIES PVt. LTD.**

**(Jan.2012 To Till Date)**

**Jharkhand /Chhattisgarh**

♦

Business Development

Channel Management

People Management

♦

Excellent experience in business expansion via enhancing sales across the region and appropriate execution of branding activities

♦

Demonstrated strengths in optimizing business development and management

operations with track record of attaining predetermined targets

♦Extensive knowledge in mapping market dynamics to draw vital inputs to facilitate Designing marketing/sales strategies to combat competition & sustain leadership

♦

Dexterous in creating & maintaining long term profitable business relationships

with clients through visionary leadership in assessing client needs.

♦

Focused and hardworking, self motivated and team oriented; willing

to go the extra mile, effective team player with excellent communication and inter

personal skills.

**PERFORMANCE MILE STONES**

* **Promoted to Sales Executive To Sales Manager.(2014)**
* **Sales Manager to Area Sales Manager.(2016)**
* **CTC – Rs.3,60,000**

**Significant Highlights**

Product Handling Ram, Modem, Adaptor, Battery. Tablet PC, Barcode Scanner, Keyboard, Screen, DVD Writer, Mouse ETC.

Appoint New Distributer in Jharkhand and Chhattisgarh.

**PROFESSIONAL EXPERIENCE**

**Shakuntal InfoTech Pvt. Ltd**.

Sales Executive

Jan. 2011 To Dec.2011

Ranchi

**Key Responsibilities**

* Managing and Developing the Institutional & Retail Sales.
* Formulate sales strategy and find out new and potential market to increase the sales & focus on bulk business.
* Responsible for the achievement of company Key Performing including sales Targets.

**Significant Highlights:**

Product Handling CCTV CAMERA, INTRUSION SYSTEM, EPABX, PA SYSTEM, FIRE ALARM, Smart Classes, BIOMETRIX.

**ICICI Prudential Life Insurance Company Ltd.**

Associate Financial Services Manager - (Ranchi)

**July’08 – Dec. ‘10**

**Key Responsibilities**

* Direct selling the product.
* Making Relationship with client
* Generate leads from the client & close the call
* Product Handled Life Insurance Health Insurance
* Chemist Empanelment

**Significant Highlight**

* **Received the ‘Eagles of the Deccan’ award for the highest number of Policies.**

**INTERNSHIP**

**ICICI Securities Ltd., Orissa June 2007-Aug.2007**

**Project** – Consumer Perception About ICICI DIRECT.COM

**EDUCATION/ CERTIFICATIONS**

* **MBA (Marketing & Finance),** Rourkela Institute of Management Studies, Orissa, 2008 With 8 CGPA.
* **Bachelor Of Commerce (Accounts ‘H’),** Binova Bhabe University Hazaribag, Jharkhand.

**Languages Known: Hindi And English References:** Available on Request

**Date- Signature**