**Nitesh Kumar**

Assistant District Manager

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| **INTERNSHIPS EXPERIENCE &PROJECTS:** |

* **India InfolineFinance Ltd, Fatehabad, Haryana (2013)**

Worked as a trainee for the project, ‘**Scope and Future of Gold Loan’**

Objective of the internship was tofind out scope of gold loan in India

Conducted a survey and sold insurance of India infillingto various customers related gold loan

* **Rail And Airlink, Muzaffarpur (Bihar) (2013)**

Worked as a trainee on the project “Event Management” in Rail &Airlink Ltd

Objective of project was specialization in organized event and promotion through event

Management at School, College, and University

* **Shoolini University, Biotech and Management Science (2014)**

A research project on study of “Online retailing (Big Bazaar, Easy day, Reliance retail, etc)”

Objective of project, how the brick and mortar store can climeadvantage of online supply chain & To appreciate how online selling rescues the brick and mortar stores from the ill effects of FDI

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| **Experience Summary:** |

* **Indian Market Research Bureau**

**Designation**: Research Follow

Location: New Delhi

Period: **1 year (July 2014 to June 2015)**

**Responsibilities:**

* **Take survey for different product.**
* **Survey report submit after successfully done survey**
* **Good Relationship buildup with customers**
* **Successfully achieves results**
* **Government Projects (PMKVY, NDLM)**

**Designation: Self Employee**

**Location**: Samastipur (Home Town)

**Period**: 1Year **(August 2015 to September 2016)**

**Responsibilities:**

* Better quality of Training
* Good Relationship building with Clint
* Counselling the students on weekly basis or time to time
* Successfully training completed by trainee with full satisfaction
* **RSWM Ltd,** Patna Region

**Project:** KUSHAL YUVA PROGRAM (BSDM Project)

**Location:** Samastipur Block Samastipur

**Designation: Center Manger**

**Period:** October 2016 to October 2018

**Responsibilities:**

* Prepare administrative report & submit monthly/weekly reports to the **State Head** and **Commercial Head.**
* Manage Financial expenditure of the center, ensure that spending is minimum and within budget requirements.
* Communicate with reputable position holder in Government and liaison with Govt. for efficient service delivery of training.
* To Mobilize and enroll students for the skill training programs as per the targets for 100%
* Capacity utilization of the canters.
* Placement of 80% candidates.
* Meeting the targets set by management.
* Maintain P&L (Profit & Loss) for the company Growth.

**Achievements:-**

* Star Performer of the Month AWARD Awarded by RSWM LTD. In month March -2017
* Star Team of the Month AWARD Awarded by RSWM LTD. In month March -2017
* Most outstanding team AWARD Awarded by RSWM LTD. In month March -2018
* Best Performer center AWARD Awarded by RSWM LTD in June of 2018.
* 1st rank in all of 12 KYP center of RSWM limited in BSDM project for year 2018
* Look& Feel AWARD in All 15 Center.
* **CMC Skills Pvt Ltd**

**Project:** KUSHAL YUVA PROGRAM (BSDM Project)

**Location:** Samastipur (Bihar)

**Designation: Center Manger**

**Period:** November 2018 to March 2020

**Responsibilities:**

* Responsibilities same as in RSWM Limited.

**Achievements:**

* Best Performer of the year 19-20 AWARD Awarded by CMC Skills.
* 100% achieve target award for mobilization

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| **Current Working :** |

* **Orion Educational Society**

**Project: -** Corporate Social Responsibility (CSR)

**Location: Muzaffarpur** (Bihar)

**Designation:**  Center Manager

**Period:** March 2020 to May 2020

**Responsibilities:**

Responsibilities same as mention above.

* **Orion Edutech Pvt. Ltd.**
* **Project: -** PMKVY ( Pradhan Mantri Kaushal vikas Yojana)
* **Location :** Jehanabad (Bihar)
* **Designation: Center Manager.**
* **Period :** May 2020 to June 2021

**Responsibilities:**

Achieving business goals and revenue targets. Overseeing daily operations, managing budgets, and setting performance objectives. ... Developing and implementing business, marketing, and advertising plans. Managing internal and external stakeholder relations and negotiating contracts.

**Achievements:**

* Promoted as **ADM** Manager in June 2021 for ARA, Bhojpur PMKK Center and Jehanabad PMKK Center.

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| **ACADEMICACHIEVEMENTS:** |

* **1st rank** in last semester in BCA. **(2011)**
* **3ndposition** holder in the Punjab Technical University **(2011)**
* Winner of sprint program in Shoolini University **(2012)**
* Winner of best grooming (man) student **(2013)**
* Member of the winning team of group decision at sprint program in shoolini University **(2014)**

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| **EDUCATIONALQUALIFICATION:** |

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| **DEGREE/CLASS** | **YEAR** | **UNIVERSITY/COLLEGE/SCHOOL** | **PERFORMANCE** | **DISTINCTION** |
| MBA(Rural Management) | 2016-2018 | Global Institute of Management & Studies | A |  |
| MBA (Marketing) | 2012-2014 | Shoolini University Solan | A |  |
| B.C.A. | 2007-2011 | Punjab Technical University | 72% | All Over Sem. |
| XII(B.I.M.S.) | 2006 | Samstipur college Samstipur(Bihar) | 48% |  |
| X | 2004 | Santkabir high school harisankri,samastipur (Bihar) | 55% |  |

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| * **Skills Acquired:** |

* Develop presentation skills and written communication
* Training management and technical leadership
* Able to present technical information

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| **Additional Qualification :** |

* **Knowledge of Computer Hardware & Networking**
* **Retail & sales Training course of marketing sales.** From Samastipur Bihar

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| **LEADER SHIPPOSITIONS:** |

Captain (Leader)

* Head of sport committee of college and school level **(2003-2006)**
* District coordinator ( for KYP project) at RSWM Limited **(2017-2018)**

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| **EXTRA CURRICULUM ACHIEVEMENTS**/**INTERESTS:** |

Media

* Awareness camp in Samastipur College Samastipur as well as Schools and Villages about KYP Project, SHA, And Student credit Card.
* Participate In Republic day Parade with DRCC Samastipur and win 3rd prize.

Events

* Job Placement, Free Book Distribution, BatiBachaoBatiPadhao.
* Organized Swachhata Abhiyan at Samastipur on 2 October( Gandhi Jaynti)

Interests

* Research, Traveling,Late time work, Event Planning.
* Learning new things (idea, communication skill, etc)

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