**VINIT KUMAR**

Email: vinit.pandey@live.com; Cell: +91-9899001425

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* Seeking techno sales & marketing role challenging profile that offers the opportunity to explore new avenues in the corporate world by utilizing my domain knowledge.

**Career Sketch**

**YES BANK LTD**

**BUSINESS RELATIONSHIP PARTNER July 2013-Present**

* **Dealing with trade and forex current account, current account and various other alternate products. Data sourcing from open market, existing clients and references for cross selling & up selling of various financial products & services.**

**ICICI BANK LTD**

**SALES OFFICER Dec. 2011- June 2013**

* **Dealing with current account and various other alternate products. Data sourcing from open market, existing clients and references for cross selling & up selling of various financial products & services.**

**INTEGRATED DATA BASE INDIA LTD (THE INDIA TODAY GROUP)**

**Sales Executive Nov. 2009- Aug. 2011**

* **Dealing** with the Business directory division my responsibility includes fixing appointment with the clients persuading and motivating them and collecting advertisement for **C&I** yellow pages. My liability also includes marketing of catalog and stalls far the exhibitions organized by our company.

**Practical Exposure**

**Sales and marketing Projects**

* **Market Research:** completed a market research project for period of one month in **Reed Info media Ltd,** Delhi for a B2B magazine called **“*Building, Design & Construction”.*** It involved Questionnaire design, survey and interaction with architects, builders & interior designers.
* **Sales Pitch Policy and Customer Retention Schemes:** completed 3 months summer training program with **Trent Ltd (Westside- A Tata Enterprise),** Delhi on the topic sales pitch policy and customer retention schemes followed at **Trent Ltd (Westside).** It involved depth understanding of customer loyalty program and sales pitch policy at **Trent Ltd (Westside)** and customer satisfaction survey was conducted by me as a part of my project.

**Education**

* **MBA** (**Marketing** -2007-09) – HR INSITUTE OF PROPESSIONAL STUDIES Ghaziabad
* **B.A.** (**sociology** – 2004-2007) – Mahatma Gandhi Kashi Vidyapeeth University Varanasi
* **HSC** (2002)- Queens College Varanasi U.P
* **SSC** (2000) – Inter college Bikramganj Rohtas

### Extra Curricular Activities & Achievements

* Worked as a fire fighting coach and received triple star honourship by **Trent Ltd**  (Westside**-A Tata Enterprise**).

### PERSONAL DETAILS

**Date of birth**: 02.02. 1986.

**Language:** English, Hindi,

**Technical Skills:** Word, Excel, Power point & Internet

**Address:**  House No. 1020 2nd floor vasundhara sector-1 Ghaziabad U.P

**Declaration:**

I hereby declare that above information given by me is correct and true to the best of my knowledge.

***Date:*** ***Signature***