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| **CURRICULUM VITAE**  Gunjan Kumar  **Contact Information:**  **Temporary Address:-**  No-19,2nd cross,3rd portion,3rd floor, Devrachikannahlli, Begur main roiad, Begur, Bangalore  Mob. No:  **+91-8147738407**  **Permanent Address**:  CA/52,PC Colony,  Kankarbagh Dist.  Patna(Bihar)  Contact No**:**  **+91-9342479458**  ***8147738407***  **E-Mail:**  **Gunjankumar906@gmail.com**  Personal Details:  **Date of Birth:** 06 Dec 1987  ***Sex:*** Male  **Nationality:** Indian **Marital Status:** Single **Languages**  **Known:** English, Hindi.  **Interests and**  **Hobbies:**  Playing cricket and listening music. | Career Objectives  Looking for growth oriented job in **Marketing**, where I can utilize and improve my skills and knowledge for further use.  Professional Experience   * Worked in **Reliance Communication** from August 2011 to 2013 august as a **Sales Executive.**   **Role & Responsibilities:**   * Responsible for new business Development via prospecting, selling and Closing Telecom p roduct like Lease Line, PRI, MPLS, Point to Point. * Doing Corporate Sales Meeting the Explain about the product via presentation, Giving Quotation and Closing the sales reporting to Manger. * Maintain The DSR Report * Working in **\*astTECS** from September 2013 to till date as a **sales manager.**   **Role & Responsibilities:**   * Responsible for new business Development via prospecting, selling and Closing Telephonic products like Call center dialer, IP PBX, Video conference, IVR, Voice Logger, GSM gateway. * Doing Corporate Sales Meeting and Explain about the product via presentation, Giving Quotation and Closing the sales. * Maintain DSR Report and reporting to Regional manager. * Manage client relationship through all phases of the sales cycle. * Providing best service to customers and assisting R& D, to develop products to suit customer needs. * Preparations of sales plan for subsequent month * Order Follow-up and Payment Follow-up. * Meeting various dealers for IP PBX. * Creating new channel partners.     Academic Record   |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | | **Course** | **School/College** | **University** | **Year** | **Percentage (%)** |  |  |  |  | | Master of Business Administration | ACHARYA INSTITUTE Bangalore | VTU | 2009-2011 | 53 |  |  |  |  | | Bachelor of  Science (B.Sc.) | R.R.S College  Patna | Magadha University | 2004-2007 | 55 |  |  |  |  | | Intermediate | R.R.S. College  Patna | Bihar Board, Patna | 2004 | 48 |  |  |  |  | | Matriculation | High School Mariachi Patna | Bihar Board  Patna | 2002 | 64 |  |  |  |  | |

Achievement:

-Participated in Management Fest organized by the college.

Projects and Seminars

-Summer training with Cease Fire Industry “Customer Satisfaction” for 10 weeks.

Declaration:

I confirm that the information provided by me is true to the best of my knowledge and belief.

Place : Bangalore \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date : Signature