**KULDEEP SATI**

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**Career Objectives**

To pursue a career through a progressive organization offering a conducive and challenging work environment for learning and professional growth.

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**Profile**

* Sincere and result-oriented Professional offering 7 years of diverse experience with expertise in field (Automobile (e-commerce)/ Financial) Marketing/Sales.
* Technically proficient with MS Office and other Institutional Applications, ensuring continuous skill enhancement.
* Possess excellent interpersonal, communication and analytical skills with demonstrated abilities in customer relationship management.

# **Professional Experience**

1. **Organization Name : ICICI LOMBARD GENERAL INSURANCE COMPANY LTD.**

Duration : August 2018 – Till Date

Designation : Unit Sales Manager

**Roles and Responsibilities:**

* Acquiring new Licensing/POS agents on a regular basis.
* Licensing and tracking activation of the same regularly.
* Handling the GI retail (Motor & Non Motor) product.
* Maintaining relationships with the Agents & Dealer.
* Coordinating with other departments such as U/W, Claims, & Operations.
* To solve problems/issues proactively and develop a strong relationship with the (Motor & Non Motor) agents.

1. **Organization Name : N K Trade Buzz Pvt. Ltd.**

Duration : Jan 2017 – July 2018

Designation : Sales Manager

**Roles and Responsibilities:**

* Marketing & Sales Planning and Implementation
* Promotion of business (Advertisement, offline and online promotional, etc.)
* Achieving sales targets through direct selling customer and Sales and Marketing team
* Developing new business prospects vendors for our online portals.
* Daily, weekly, Monthly (MIS) report to our Management.
* Team management Sales & Services (Reporting: Daily, Weekly, Monthly basis & analysis)

1. **Organization Name : Creative Web Media Private Limited (AutoPortal.com)**

Duration : Sep 2015- Dec 2016

Designation : Dealer Relationship Manager - Pre Owned Cars

**Roles and Responsibilities:**

* Implementing Dealer and customer Support Program.
* Daily, weekly, Monthly (MIS) report to our Management.
* Developing New Business Prospects customers/clients (Dealer) for our online Portals.
* Assisting customers for Car sales.

1. **Organization Name : Global Administration Services Pvt. Ltd.**

Duration : Dec. 2013 – Aug 2015

Designation : Sales Manager - Used Cars Warranty

**Roles and Responsibilities**

* Team management Sales/Marketing.
* Achieving sales targets through Direct Selling agents/Customer and team.
* Meeting dealers and developing New Business Prospects.
* Daily Sales & Marketing MIS Report collection and analysis.

1. **Organization Name : Shriram Equipment Finance Company Ltd**

Duration : Jul 2011 – Nov. 2013

Designation : Sr. Sales Executive (CE)

**Roles and Responsibilities**

* Growth and Development of Construction Equipment finance business
* Cross sales of company’s product to the existing customer
* Document cross check, Cibil check, Lead generation
* Recovery of Construction Equipment business in the territory allotted

# **Educational Credentials**

* **Bachelor of Commerce, (2013)**

Indira Gandhi national Open University, Delhi (India)

# **Soft Skills/ Computer Knowledge**

* Competed an in-depth certification course in Tally & Fox-Pro From Smart Computer Education

# **Personal Details**

Father’s Name : Lt. Shri Girish Chandra Sati

Date of Birth : 17 Nov 1986

Marital Status : Married

Languages Known : Hindi, English

Date :

Place : New Delhi Signature