

AMEET KUMAR

Conscient Habitat, Flat No-206-, Sector 99A, Gurgaon, Haryana

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SALES/MARKETING PROFESSIONAL

Seeking an organization in need of an aggressive, energetic person to improve performance and get on an original and innovative path to maintain the total concept of personal and professional service.

PROFILE

- Qualified Professional with high calibre skills in sales and marketing; Working for **KW Group, Delhi** as a **Sr. Manager Sales and Marketing** from 23rd Sep. 2024 to till now.

Core Competencies

Sales and Marketing & Relationship Management & Market Analysis & Brand Promotion & Brokers Management & Direct Sales Management & Corporate sales Management. Hand over

PROFESSIONAL EXPERIENCE & DEVELOPMENT

KW Group

Working as a Sr. Manager-Sales and Marketing from Sep 2024 to till now.

Roles & Responsibilities:

Direct and channel sales management of commercial and residential project in Delhi/Ncr

Aster Infrahome Pvt.Ltd.(Green Court, Sector 90, Gurgaon-Joint Venture of Shree Vardhman Group and Santur Group) –Worked as a **sales and marketing Manager** From 2nd Sep.2021 to 22nd Sep.2024.

Roles And Responsibilities

Direct and channel sales management of residential-High rise apartment and commercial retail shops property. Handling possession of residential project. Market competitor analysis,

Vipul Ltd.

Worked as a Marketing officer from March 2018 to 2nd Sep 2021.

Roles and Responsibilities:-

- Sales management of high rise residential apartment in Gurgaon and Dharuhera Location.
- Channel sales management according to project.
- Marketing planning of residential project in local area.
- Client management to give hand over of flat.
- Client management of delayed project.
- Direct sales of residential apartment by closing leads.

Goldsook Infrastructure Pvt. Ltd.Gurgaon.

Worked as Sr. Sales Executive from 5th Jan 2017 Feb.2018.

Roles and Responsibilities:-

- Conducting site visit of New client and existing client both, giving presentation to them about product, site development ,location advantage/current development and future development.
- Leads generation through inbound calling, follow ups that leads and closing deals.
- Appointing new channel partners,
- Preparing report and compiling report in right format.
- Approaching corporate for bulk sales.

Omaxe Ltd.,Bhiwadi

Worked as a **Sr. Executive Marketing** from 1st June 2016 to Dec. 2016

Roles & Responsibilities:

- Channel partner management, Direct sales management, Competitor analysis, Marketing survey
Event participation

Shree Vardhman Group(Real Estate),Gurgaon

Worked as a **Asst.Sales and Marketing Manager** from Oct.2014 to May 2016

Roles & Responsibilities:

- Monitor market intelligence within the industry in terms of market development, new projects, competitive activity, new customer etc.
- Consistent follow up & resourcefulness, in order to achieve organization goals & objectives.
- Manage and maintain relation with company channel partner.
- Handling walk ins customer and channel partners , developing relationship with them for future business.

Avalon Group Pvt. Ltd. (Real estate),Bhiwadi,Neemrana and Gurgaon

Since Jan 2012 to Oct.2014

Sr.Sales & Marketing Executive**Roles & Responsibilities**

- Making new channel Partner and managing existing Channel Partner from different location like, Gurgaon, Bhiwadi, Neemrana .
- Recruiting agents and generating business through them.
- Managing existing networks and developing new networks of agents

- To interact with new and existing Customers
- To estimate and negotiate with customer to finalise the deal.
- Generating business for organization
- Building cordial relationship through regular interaction and provide services to customer (Pre Sales & Post Sales)
- Approaching corporate for bulk sales of residential apartments.

Ideas Design Solutions Pvt Ltd. (IT),Gurgaon
Nov. 2010 - Dec. 2011
Marketing Executive.

Roles & Responsibilities

- Area wise marketing research, Data searching and compiling, Visiting prospective client and collecting information required for the generation of business from the prospect., Follow up on new leads and referrals resulting from field activity., Prepare of variety of status reports. ,To give sales presentation to customer., To give best after sales service to customer., Giving the presentation in various corporate., To do competitor survey in Delhi-NCR., Attending team meetings and sharing best practices with colleagues.

EDUCATION & PROFESSIONAL CREDENTIALS

MBA (Marketing & Finance), WCTM,Gurgaon (MDU Rohtak H.R)

B. SC LNMU Darbhanga Bihar

COMPUTER CREDENTIALS

MS- Word, MS- Excel, MS-Power Point, Out Look, Internet, Typing- English (30 WPM)

INTERNSHIP

Project : Competitive analysis of market scope of Brake Hose,which is used in automobile.
 Company Name : BOSCH CHASIS SYSTEMS INDIA LTD.(I.M.T.Manesar sec-3.)
 Under Supervision: Mr.P.S.CHATTA(GM)
 Duration : 2 MONTH
 Participant : Authorised car service centre and dealers.

PERSONAL VITAE

Date of Birth : Dec 10th/1982
Father's Name: Late Satya Narayan Poddar
Language : English & Hindi.
Hobbies : Reading,making new friends,visiting different places.
Permanent Add: Vill+po-Madhurapur-5,Barauni,Begusarai,Bihar