# Kamlesh kumar

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Current Address : # 304 G, Wellington Towers, TDI City, Kharar

punjab

OBJECTIVE

To join an established organization and work in a challenging environment using my knowledge, people management skills and abilities towards being a valuable team player for my organization, and helping it grow in market terms.

TOTAL WORK EXPERIENCE: 4.5 YEAR

Cordova Publications Pvt. Ltd. : **Senior Sales Executive** Since October 2014 to till now

Hindustan Tin :-**Area** **sales officer** Since march 2013 to October 2014

Godrej & boyce mfg.pvt.ltd :- **Business developmet manager** from nov 2011 to january

2013

Indiamart :- Summer Intern from Mar.2010 to May 2010

JOB RESPONSIBILITIES HANDLED

**Cordova publication pvt ltd:**

Handling marketing and sales acitivities for the organisation

Handling the product development in Chandigarh tricity and baddi,nalagarh

Having presentation of product with principals of A grade schools

Promotion of the product in the assigned territory

Provide services to the existing customer

Handling A grade schools in chanadigarh and outside location

Achieving sales targets from the current location

**Hindustan tin works pvt ltd.**

Handel Channel Distribution in Chandigarh,Ludhiana (kitchen containers ).

Handel Distributor and Retailers

Monitoring of distributors sales force and retailers

Resolution of channel-specific issues within timelines

Customer Relationship

Appoint new Dealers and Distributor

Achive Sales as well as Dealer Acquisition Target

Competitor Analysis and give market feedback to management

To continuously strive for developing the new market and the channel

partner in the assigned area.

Meeting with the Distributors and Retailers to know their problems and

Ensuring them of solutions

Keep motivation levels high through regular meetings with distributors,

retailers

**Godrej & Boyce mfg.co.ltd:**

Responsible for generating business through Appliance sales in a specified

territory.

Responsible for handling team of 10 -12 sales executives

Handling stock and payment issues.

Handling the team and reduce the iteration rate by motivating team.

Responsible for selling the appliances with a good product mix and

concentrated on selling high end products.

Achieve quarterly and monthly sales targets

**Indiamart:**

Completed a Project on “FINDING OUT THE POTENTIAL CUSTOMER FOR INDIAMART.COM”. Lead generation, Market survey, Feedback from existing customers, Sale of advertisement spots on portal.

EDUCATIONAL BACKGROUND

**MBA+PGP (Marketing & IT)** from **Delhi Business School**, New Delhi, 2011

B.Sc. from Himachal University, 2008

Passed 10+2(pcm.) from (H.P.Board), 2005

Passed 10th from (H.P.Board), 2003

EXTRA CURRICULAR ACTIVITIES

Actively participated in various co-curricular activities at Delhi Business School

Won Several Quiz Competitions

COMPUTER SKILLS

Basic Computer knowledge

MS OFFICE,Internet.

PERSONAL DETAILS

Father’s Name : Sh. Jagdish chand

Date of birth : 15th July 1988

Languages Known : English, Hindi

Sex : Male

Marital Status : Single

Pan : DCVFR1236H

Passport : B7412589

Nationality : Indian

Permanent Address : village dali post office kuhan tehsil jaisinghpur distt kangra

**DECLARATION**

I hereby declare that the above-mentioned information is correct to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Date:

Place: Chandigarh

Name : kamlesh kumar