

**KIRAN KUMAR L**

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Aiming for assignments in **Sales & Business Development** with an organization of high repute, preferably in **Retail** sector  
Location Preference: **Bangalore**

### Profile Summary

- A dynamic professional offering **4.5 years of industry** experience in **Sales & Marketing, Business Development, Cost Control, Client Relationship Management & Inventory Management**
- Expertise at handling the inventory function to curtail inventory-holding expenses and adherence to the minimum inventory level to minimize wastage
- Demonstrated excellence in managing complete operations including stores receipts, documentation, storage, retrieval and supply of materials to assembly lines
- Skilled in managing teams to work in sync with the corporate set parameters & motivating them for achieving business & individual goals
- Distinction of exploring new markets for business growth and streamlining sales & marketing operations
- A good communicator with good team management and problem resolution skills

### Core Competencies

#### Business Development

- Steering operations with a view to achieve organizational objectives and ensure profitability
- Identifying & networking with prospective clients, generating business from existing accounts and achieving profitability & increased sales growth

#### Sales and Marketing

- Spearheading entire operations for promoting products and achieving business goals
- Reviewing & interpreting the competition & market information to fine-tune the marketing strategies

#### Client Relationship Management

- Supervising customer service operations for rendering quality services; providing customer support by answering queries and resolving their issues
- Building and maintaining healthy business relations with corporate clients, ensuring high customer satisfaction matrices by achieving delivery & service quality norms

#### Inventory Management

- Streamlining the system and procedures for effective inventory control and ensuring ready availability of materials
- Monitoring availability of stock and making appropriate arrangements to ensure on time deliveries

### Employment Details

May'13- September'15

**TGS E-COM PVT LTD Bangalore as TERRITORY MANAGER**

- Handling team of sales team & CRM team
- Arranging home loans for customer as per the need
- Recruitment of team, training them, motivating them to achieve the goals set by company
- Expansion of sales business in my territory
- Implementation & execution of new project process in territory to improve the business
- Responsible for developing content for regular and new project launch trainings as well as abstracting & developing formats for incorporating data in the same
- Involved in attending and converting the leads generated by the branch network on daily basis
- Took initiative & established relationships with key decision makers in target organizations for business development
- Assisted HNI clients in understanding their requirements & suggesting them suitable flats with suits their financial budget
- Assessing daily weekly & monthly performance review/sales & updating the sales management system
- Conceptualizing, planning, executing activities for generation of business
- Developing business by grooming the team
- Maintain high levels of service quality in the location provide solutions in case of customer query



**Mar'12 – April'13**

**KPR Group, Bangalore BUILDERS & DEVELOPERS Bangalore as sales manager**

**Responsibilities:**

- Accountable for handling gamut of activities that involves sales & marketing, production & dispatch of daily materials, weekly maintenance, monthly stock inventory of concert blocks & all cement products
- Monitored purchase, receipt, inspection, inventory and dispatch of stock commodities and ensured proper storage facilities for various components as per supplier recommendations of concert blocks
- Maintained the stock of material without any variance by conducting stock verification and documentation; following up on discrepancies, damage/expired goods and claims & returns to vendors
- Provided on-field support to the sales team by arranging joint calls with sales team price negotiation and closing the business
- Evaluated business performance by analysing performance of sales on weekly/monthly basis

**Highlights:**

- Reduced the inventory level of items from INR 5 Lacks by making road map of consumption
- Steered initiatives towards introducing effective & proactive liaison with all functions within organisation to enable feedback, supply forecasting, process change and quality of supply which resulted into maintaining high quality throughout
- Holds the merit of developing new territories & markets by 2 new companies
- Successfully developed & implemented Company Target and initiatives to streamline the inventory function
- Recognised for holding individual sales & account achievements of 20 lakhs by taking quality testing measures

**Feb'10 – Mar'12:**

**Birla Sunlife Insurance Co. Ltd., Indranagar, Bangalore as Agency Manager**

**Responsibilities:**

- Recruited, assessed & managed new team members & financial advisors as well as organized training programs for them with the sole intent of improving their work efficiency
- Responsible for developing content for regular and new product launch trainings as well as abstracting & developing formats for incorporating data in the same
- Involved in attending and converting the leads generated by the branch network on daily basis
- Took initiative & established relationships with key decision makers in target organizations for business development
- Assisted HNI clients in understanding their requirements & suggesting the policy that suits their financial needs
- Liaised with advisors for assessing weekly performance of high producing advisor/sales & updating the sales management system

**Highlights:**

- Instrumental in achieving sales target of INR 2 lakhs every month
- Appreciated by the Zonal Head through Appreciation Certificate & Trophy for being the first agency manager to recruit highest number (10) of advisor recruitment & licensing as compared to previous record of 05 in Mar'12
- Received Certificate & Trophy from Regional Manager for being the third agency manager to qualify for Welcome Zonal Contest and collecting annual premium of INR 50, 000 in Feb'12
- Successfully qualified for highest number of HPA (High Producing Advisor) advisor contest driving advisor to achieve 50,000 Annual Premium or 3 Policies of monthly basis

**Academic Details**

- MBA (Marketing) from Indra Gandhi Correspondence College, Lucknow University in 2013 with 60%
- B.Com. from Indra Gandhi Correspondence College, Lucknow University in 2010 with 62%

**IT Skills**

- Well versed with MS Office (Word & Excel), Windows & internet Applications

**Personal Details**

Date of Birth: 14<sup>th</sup> Jun, 1988  
Address: #No.7/1, A.N.Puram Old Govt School road, DV Nagar Post, Bangalore-560016  
Languages Known: English, Kannada, Telugu & Tamil