

*ANIL KUMAR*

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### **CAREER OBJECTIVE**

To enrich my work skills by being a part of your esteemed company's reputed task force and gain first hand experience of working in a corporate firm, such as yours. Aiming at constant up-gradation both professionally as well as personally in my career path with emphasis on sincerity in work. To pursue a result oriented career constituting challenging opportunities in a dynamic environment.

### **EXPERIENCE**

2.6 year Experience in Investors Clinic from as Assistant Manager at Noida (10<sup>th</sup> Sept 2010 to 1<sup>st</sup> march 2013)

Working with Earthball Estate Pvt. Ltd. (PCP of Premia Project Ltd.) from 18<sup>st</sup> May 2013 till date as Sales Manager

### **JOB DESCRIPTION**

- Develop & maintain relationships with Channel partners.
- MIS reporting of Sales leads to the management.
- Attending Sales Exhibitions & meetings.
- Generating leads through channel partners, E-mailer activities, Print advertisements etc.
- Conducting competitor analysis by keeping abreast of market trends & competitor moves to achieve desired market share.
- Coordination with commercial team for timely closure of Sale.
- Team handling
- Process driven & aggressive candidature.
- Identify & determine the marketing strategy in Real Estate.
- Identify key customer needs through formal research, survey, sales calls & meetings.

### **ACADEMIC RECORD**

- MBA with dual specialization, Finance (major) and Marketing (minor) from Indraprastha University with in 2009-2011
- B.A.(Hons) Mathematics from Delhi University with in 2008
- 12<sup>th</sup> (Commerce Stream) from CBSE Board with in 2004
- 10<sup>th</sup> from CBSE Board with in 2002