**Robert Raj Kumar Email: stanly.robert@gmail.com**

. **Ph:9597637271**

**Career Objective**

To associate with growth oriented organization with determination, dedication and discipline, to deploy my competencies towards personal and professional growth.

**Personal Traits**

* Good communication skills and a quick learner
* People Management
* Ability to work independently as well as in a team environment
* Strong quantitative, Analytical and Problem solving skills
* Posses good leadership and Good decision skills

**Work Experience**

* **HCL Info systems Pvt. Ltd., (Post MBA)**

Client: **Microsoft**

* **Accenture Services Pvt. Ltd.,**

Client: **Chubb**

* **IBM Business Process Services Pvt. Ltd.**

Client: **CITI Bank**

**Academic Qualification**

* **Master of Business Administration in Finance and Marketing**

University of Madras, Chennai

Year: 2012-2014

* **Bachelor of Science in Physics**

Sacred Heart College

Year: 2008-2011

**Certification Course**

* Completed **Mutual Fund Distributors** Certification from **National Institute of Securities Markets (NISM)**
* Certified in **Evolution Advanced English** in British council

**Job Profile**

* Distribution / Channel sales
* Handling Sales of Windows Phones of Microsoft
* Managing Two Distributors of Microsoft
* Handling 2crore market of Windows
* Focusing Width of Distribution
* People Management

**Project Profile**

Project on “**Marketing Research”** in **Nielsen Pvt. Ltd**, Chennai.

* + Doing research on Brand awareness of the luxury products amongst the college students.
  + Examine the brand preference and awareness of Super Rich consumer towards the luxury products.
  + Study the impact of media on brand awareness & Preferences.

**Area of Interest**

* Derivatives
* Security/Investment Analysis
* Marketing
* Sales and Distribution

**Achievements**

* Participated in Final Round in All India Paper Presentation conducted by **Madras Management Association(MMA)**
* Certified in **Evolution Advanced English** in British council
* Secured 2nd place in Elocution Competition conducted by **LIC**
* Secured 2nd place in Paper Presentation on “Indian Economy” in **Inter college competition**

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I hereby declare that the above particulars are true to the best of my knowledge

**Date:**  **(Robert Raj kumar)**