**Aman Kumar**

**44 C Wing JB Park Bopal Ahmedabad Mobile :-7990958854**

**Email:-aman.manyata.impex@gmail.com**

**CARRER OBJECTIVE**

Having Faith in my knowledge and Skills ,I Intend to build a remarkable Career With Hardwork & Innovative Outlook,Which Will Help Me to Explore myself.I am Willing to Work As a Key Player in Challenging & Creative Environment Where I Grow With the Growth Of Organization .

**Location Preference :- Ahmedabad and Delhi**

**BREIEF OVERVIEW**

. Team Player with Strong analytical and leadership skill.

.Acquired Knowledge and understanding of subjects like Customer Behavior,Team Handling,Marketing,Product Promotion,Advertsing ,Pricing, Market Development etc .

.Abilities in Handling Multiple priorities, with a bias for action and a genuine interest in personal and professional development.

.Identifying & Developing New Business areas & market, Strong expertise in Business planning, Proposal Making and presentation, ability to communicate with different levels of Management .

**WORK EXPERIENCE**

**Organization:- Rao Travel Services**

**Designation :- Head(Sales & Operation B2B SEGMENTS)**

Duration :- Jan 2019- Present

**RESPONSIBILITIES**

1. Prepare Marketing Strategies and Plans, Ensure the Targets to Be Achieved by Team on Monthly Basis .
2. Handling a Team of 20 Executive (Sales Executive, Tele Callers & Operation Executive).
3. Building pipelines of high volumes and high margin clients across large & mid-size corporates / Institutional accounts
4. Handling Vendors For Across PAN INDIA For CAR RENTAL.
5. Follow ups with Travel Agents for marketing and advertisement of Rao Travels.
6. Responsible for the Corporate tie-ups With Enterprise for the CAR-RENTALS , CORPORATE TOURS & Other Corporate Activities .
7. Meeting With Top Management ,Discussion on Proposal, Negotiate on Pricing, Agreement Signing With Authorized Person.
8. Preparation of MIS Report & Submission to the Managing Director ,Also submission of weekly data Reports to Managing Director.
9. Handling email & phone Call for Assigned Territory( PAN INDIA).
10. Perform payment follow-ups.
11. Participate in Events & Road Shows For Company Promotion Activities .
12. Preparation of Itineraries With Operation Team .
13. Manage client relationships end-to-end from negotiations to contracting to payments/ collections & guest feedback loop.
14. Maintain relationship with clients by providing support, information and guidance.
15. Monitoring the day to day sales & operations of the region and responsible for the overall profit .

**Organization :- MANYATA IMPEX**

**Designation:- Sr Manager (Sales And Distribution Network B2B Segment)**

Duration:- May2014- Nov 2018

**RESPONSIBILITES**

1. Explore New Distributors Across Gujarat,MP,Rajasthan.
2. Manufacturing Tie Ups With Top Enterprise Across PAN INDIA.
3. Developing sales & marketing strategies to build consumer preference and drive volumes, implementing marketing activities for successful launching of new products.
4. Evolving market segmentation & penetration strategies to achieve targets.
5. Handling Team Size of 10 Sales Executives .
6. Preparing management level reporting on the brands performance, needs and forecasts.
7. Liaising with the channel in order to achieve the set targets,identifying and developing reliable dealers for increasing market visibility.
8. Appointing the new dealers & sub dealers in the region and training the dealer team,developing and expanding the Retail channel network to enhance product reach & business targets.
9. Training the field functionaries to ensure sales and operational efficiency.
10. Attending Meeting With Top Merchandiser, Understanding their Needs & Requirement
11. Coordination with Manufacturing team for Sampling .
12. Proposal Making & Negotiate on rates with Major Corporates.
13. Ensuring Deliveries of Material with in specified Time.
14. Collection of Payments After Successful Deliveries .
15. Identifying New Vendors for Fabrics across India.

**Organization :- CHANDRANET PVT LTD(SpidiGo)**

**Designation:- CLUSTER HEAD (AHMEDABAD)**

Duration:- May2009- APRIL 2014

**RESPONSIBILITES**

1. Handling Direct Sales(B2C),Enterprise Sales(B2B),Customer Retentions Renewals ,Customer Care Management.
2. Direct Sales, B2B Sales for SMB and Broadband & Lease Line Products
3. Handling a Team of 35 Sales Executives,Engineers,TeleCallers.
4. Relationship with key influence's’ and customers in the cluster.
5. Liaison with the Real Estate Managers of the buildings in order to secure necessary permission for laying In building Infrastructure.
6. Coordinate with back-end team for execution of agreement
7. Engage with key customers to understand their technical requirements and price points.
8. Provide support to team where required for opportunity closure.
9. Driving scale and growth through proper sales planning and precise execution.
10. Execute sales promotion programs to win new customers
11. Coordinate with Internal Project teams for priority roll out area in the cluster
12. Renewals,Pre-Renewals for Customers .
13. Explore New High Value Client in Market.
14. Attend Meeting With Executives in Big Companies, Proposal, Presentation,& Taking the Purchase Order.
15. Taking Care for High Value Clients Complaints ,Ensuring Complaint Resolution in SLA.
16. Developing New Business Plans for Retail Segments With In-house Management.
17. Taking Care for Day to Day Complaints Coordination with Area Network Managers.
18. Managing Customer Complaints Email id, Ensuring Proper Solution for Each Complaints.
19. Coordination with Network Team,Field Engineers for Expansions.

**Organization :- RELIANCE COMMUNICATION LTD**

**Designation :- Team Lead( Fixed Acess) Ahmedabad**

Duration :- January 2005-April 2009

1. Handling Team of 15 Field Sales Associates.
2. Meeting With Socities,Builders, Owners for Network Expansion .
3. Negotiation on Rents for Installation of Various Network Devices.
4. Coordination with Municipal Authorities for Digging Work .
5. Coordination with Construction Team &Fibre Team For Network Installation.
6. Processing for Rent Agreements with Advocates.

**PERSONAL DETAILS**

Education Details:- Completed BCOM From Delhi University, Pursuing MBA From IIBM Delhi( Distance Learning).

Father Name :- Late Mr Madan Lal

Date of birth :- 17/12/1982

Gender :- Male

Nationality :- Indian

Language Proficiency :- English,Hindi,Gujarati

Hobbies:- Traveling and Exploring New Places, playing football

I hereby Declare that All the information are true & correct and best of my knowledge and belief.

(Aman Kumar)