



MANTUN KUMAR

New Pathak Colony, Manaitand, Purana bazaar,
DHANBAD- 826001, JHARKHAND

MOB: 08295568408 E-mail: mantunkumar60@gmail.com

Skills:

Leadership

- Create a vision and environment that derives superior results. • Results orientation building a focused and collaborative team.

Business & Brand Building:

- Develop strategies and tactics capitalizing on sales and profit growth.
- Manage and communicate business plans that establish and reinforce brand value.

Analytical Decision Making

- Use quantitative and qualitative research to understand customer, consumer and competitive opportunities and threats.
- Collaborate multi-functionally to access and direct the scope of business choices.

Experience:

DELTA NUTRITIVES PVT. LTD

As Business Development Manager

[REST HARYANA & CHANDIGARH]
[ORISSA]
[U.P EAST]
[U.P EAST & ORISSA]
[BIHAR & ORISSA]
[W.B, ORISSA & ASSAM]

MAY 2013 - MAY 2014
JUNE 2014 - JUNE 2015
JULY 2015 - JULY 2016
AUG. 2016 - SEP. 2017
OCT. 2017 - SEP. 2018
OCT. 2018 - present.....

JOB DETAILS

- Independently started company business and brand Delta in my territory.
- Started the channels network of my company in my territory.
- Appointed the C&F in Orissa.
- Appointed the number of distributors in my territories for smooth and regular distribution of our products.
- Review the daily report and submitting the report to CRM and also to National head.
- Planning and execution of daily sales report.
- Having independent charge for business development of a territory through existing dealer network.
- Responsible for monitoring, planning and pushing for brand and flavor wise

- Ensuring Optimum stock and availability of products at all selling points.
- Identifying new market opportunities to increase sales volume.
- Attending customer complaints regarding the product.
- Keeping track over competitor activities.
- Responsible for brand positioning and other marketing activities.
- Handling Institutional Sales(Hotels, Restaurants, Caterers etc)
- Analyzing marketing trends & tracking competitor's activities and providing valuable inputs for product enhancement & fine tuning sales & marketing strategies.
- Identifying & networking with prospective clients, generating business from existing accounts & achieving profitability & increased sales growth.
- Strategies to maximize sales & accomplish revenue & collection

SANDILAYA TECHNOLOGIES PVT. LTD.

As Business Development Executive.
[DELHI]

JULY, 2011 –MARCH, 2012

Worked with Sandilaya Technologies Pvt. Ltd. (A Joint Venture between BOSCH, HIK-VISION, CP-PLUS & HONEYWELL electronic securities.)

JOB DETAILS:

- Appointment of Business partners and encouraging them for maximum participation and Managing the electronic security system of the area.
- Cold calling & lead generation.
- Conducting appointments & meetings with lead customers along with our engineers.
- Installation of electronic security cameras, DVR's, net watch & biometric solutions.
- Achieving monthly sales target for the territory.
- Having independent charge for business development of a territory through existing partners' network.
- Responsible for monitoring, planning and pushing for brand and ability wise sale.
- Responsible for monitoring and execution of action plan to achieve target.
- Identifying new market opportunities to increase sales volume.
- Attending customer complaints regarding the product.
- Keeping track over competitor activities.
- Responsible for brand positioning and other marketing activities.
- Strategies to maximize sales & opportunities.

ACADEMIC QUALIFICATION.

Education:

ANNAMALAI UNIVERSITY (CHIDAMBARAM) [TAMILNADU] 2011
MBA – MARKETING & FINANCE
PG DIPLOMA – RETAILING

P.K ROY MEMORIAL COLLEGE (DHANBAD) [JHARKHAND] 2009
B.COM--ADVERTISING SALES PROMOTION & MARKETING MANAGEMENT

DAV PUBLIC SCHOOL (DHANBAD) [JHARKHAND]
I.COM 2006

Additional Information:

Professional training & Industrial Visit.

- **STUDY ON MARKETING STRATEGIES (HERO HONDA) [BIHAR]**
- **STUDY ON LOGISTIC OF COMMERCIAL PORT [CHENNAI]**
- **STUDY ON PRODUCTION & PACKAGING, (POWER SOAP factory) [KARAIKAL]**
- **STUDY ON MARKETING SYSTEM (The Pondicherry Co-operative Milk Supply Society Ltd. [PUDUCHERRY]**

Enjoyment:

- **Volunteer: Blood donation camp [CHENNAI]**
- **Volunteer: State level Management Meet [COIMBATORE]**
- **Swimming, Music & Cooking**

Date of birth : 5th February 1987.

Fathers Name : Mr. Gouri Mahato

Mothers Name : Mrs. Rajkumari Devi

(DATE)

(MANTUN KUMAR)