

# RAJIV KUMAR



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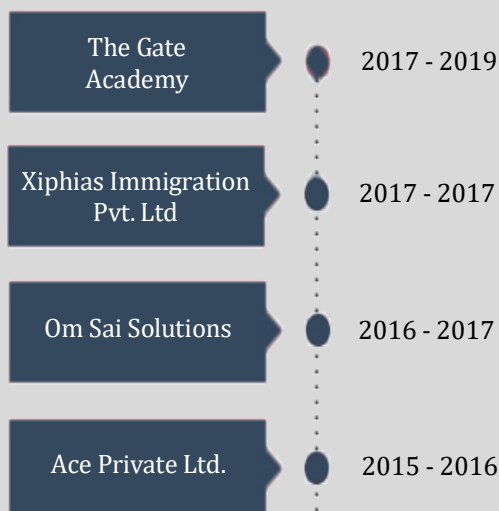


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## Core Competencies

- ❖ Sales & Marketing
- ❖ Trend Analysis
- ❖ Business Development
- ❖ Consultancy Operations
- ❖ Technical Support
- ❖ Client Relationship Management
- ❖ Reporting & Documentation

## Career Timeline



## Academic Details

**MBA in Banking & Finance** from NMIMS (Pursuing)

**BE in Electronics & Telecommunication Engineering** from North Maharashtra University, Jalgaon (2009)

## Personal Details

**Date of Birth:** 24<sup>th</sup> June 1985

**Languages Known:** English and Hindi

**Permanent Address:** Bokaro - 827012

**Current Address:** Bengaluru

## Career Objective

A multi-faceted professional accustomed with proven skills; targeting challenging and rewarding opportunities as **Sales & Marketing** with an organization of repute preferably in **Bengaluru**

**Industry Preference:** Banking, Finance sector

## Profile Summary

- A **result-driven professional** with over 4 years of rich & extensive experience with key focus on **profitability & revenue expansion across BPO, ITES & Domestic BPO**
- Expertise in **meeting / exceeding targets** relating to **revenue growth, profit margin, sales, customer retention and customer acquisition**
- Prepared and presented **product marketing documents** which included key features, reasoning and product advantages
- **Ensured quality of service** by developing a thorough and detailed knowledge of **technical specifications** and other features of company's systems and products
- Effective in developing relationships with **key decision-makers** in large corporate and enterprises for **business development**, for suggesting most **viable services** & cultivating **healthy relations with them for repeat business**
- Showcased capabilities in **delivering trainings** to the staff on **organizational policies, procedures & products to achieve operational excellence**
- An effective communicator with **leadership, interpersonal, analytical and problem-solving skills**

## Work Experience

**Jul'17 - Jan'19:** The Gate Academy, Bengaluru as Assistant Manager – Student Relations

**Feb'17-Jul'17:** Xiphias Immigration Pvt. Ltd., Bengaluru as Business Development Executive

**Dec'16 - Feb'17:** Sluke Technologies Pvt. Ltd. Payroll of Om Sai Solutions, Bengaluru as Inside Sales Executive

**January 2015 - November 2016:** Sluke Technologies Pvt. Ltd. Payroll of Ace Private Ltd., Bengaluru as Technical Support Engineer

### Key Result Areas:

- Led, guided and trained a team for managing Sales & Marketing activities for online education, electronic and IT products in the assigned region
- Followed the strategies for generating sales, expanding market share towards achievement of revenue & profitability targets
- Generated and enhanced the revenue of the organization by coordinating with the team
- Managed wide variety of activities such as exceeding sales targets, counselling students, extending technical support, consulting customers on visa immigration and so on
- Communicated with potential customers for new business and provided them consultancy on availing programs; negotiated terms of agreement and closed sales
- Achieved increase in sales & revenue collection and generated revenue collections through regular interaction with the clients
- Documented and maintained reports; submitting the same to the management for facilitating decision-making
- Built relationships with decision makers for business development
- Conducted meetings & introduced individual sales targets as per the performance matrix; monitored performance of the team & ensured achievement of individual targets
- Imparted knowledge to team members by conducting multiple training sessions on the organizational policies & products
- Formulated plans to attain maximum sales & revenue
- Coordinated with multiple teams to ensure proper functioning of the sales activities