

Nishant Kumar

Account Manager

Career Objective: To be the part of the company that indulges professional growth which gives me an opportunity to build on foundations of business management and engineering skills.



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WORK EXPERIENCE

Account Manager

V5 Global Service client with Bharti Airtel Business

11/2020 – Present New Delhi / India

- Enhancing the online presence to take advantage of dynamic conditions and unique platform opportunities.
- Developed highly profitable pipeline based on multiple sales penetration techniques.
- Tracked sales data to assess trends and make proactive strategy changes.
- Communicated regularly with territory, regional and strategic managers for daily support and strategic planning for account.
- Successfully completed one-month account manager training in Bharti Airtel Business.

SKILLS

SEO

EMAIL MARKETING

TEAMWORK

SALES & MARKETING

MICROSOFT OFFICE TOOLS

OPERATIONS MANAGEMENT

SERVICE MARKETING

BRAND MANAGEMENT

SERVICE OPERATION

ELECTRICAL ENGINEERING

Management Trainee

Genex Logistics, South Delhi, New Delhi

April 2019 - June 2019

- Identified the latest trends in Logistics market by conducting market research.
- Organized and executed Lead generation campaigns using email driven marketing.
- Followed up with the prospects identified in Lead-Gen phase and further converted them into qualified opportunity.
- Transformed their overall marketing by assessing the effectiveness of their digital marketing strategy.

Electrical Engineer

Pan Electricals Pvt. Ltd. South Delhi, New Delhi

August 2015 – August 2017

- Created, aligned and optimized electrical equipment.
- Evaluated installed electrical equipment and systems to isolate faults and implement corrective actions.
- Identified specific cables, connections, fuses, circuit breakers and other electrical devices required for installation of monitoring systems.
- Prepared technical documentation for operation, troubleshooting and maintenance of industrial systems.

Educational Qualifications

Fortune Institute of International Business (FIIB),

Batch 2018-2020

New Delhi

PGDM – 6.2/10 CGPA

Galgotia College of Engineering and Technology,

Batch 2011-2015

Greater Noida

B. tech – 61.04%

Extra-Curricular Activities

- Volunteered in Samavesh, the FIIB fest.
- Won Gold medal in Sprint Race during school days.
- Fitness Freak title in Engineering.

Interest

Fitness

Technology

Music

Marketing

Science