

RATNESH KUMAR

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Address: Flat No-3C, Plot No-132, Road No-1, Basant Vihar, Harmu Housing Colony,
Harmu, Ranchi, Jharkhand India. 834002.

SENIOR MANAGEMENT PROFESSIONAL

Over 15 years' experience in developing and executing marketing strategies with the unique ability to understand the ongoing market scenario and customers trends using exceptional marketing communication skills

A business leader, marketing & customer service professional with a high level of business acumen and experience in leading operation, B2B & B2C marketing. Track record of driving sales into new markets and accounts whilst developing successful key account and product strategies; Lead role in all facets of bid management and contract negotiations.

Areas of Excellence Include:

Developing New Business	Mapping and Tapping Key Clients	Growing Revenue & Profit
Techno Commercial Operations	Motivating & Developing Team	Leading Change

Objective Statement: -

Desire to join a fast paced growing firm that offers a constructive workplace to develop brand strategies, initiate strategic alliances, promote new products, and interact with new clients in order to develop sustained business for the organization.

■ Professional Experience

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| ➤ L.T. ELEVATOR PVT. LTD. 2018 – Present
Branch Manager (Jharkhand)
Location: Ranchi Jharkhand | ➤ Kinetic Escalator & Elevator Ltd. 2006 – 2010
Asst. Manager (Sales & Marketing)
Location: Delhi NCR |
| ➤ ECE INDUSTRIES LTD. 2016 – 2018
Area Manager (Sales & Operation)
Location: Ranchi Jharkhand | ➤ Johnson Lifts Pvt. Ltd. 2004 - 2006
Sales Trainee for Service Contract
Location: Delhi NCR |
| ➤ Klaus Multiparking Systems Pvt. Ltd. 2015 - 2016
Branch Head (Sales & Marketing North)
Location: Delhi NCR | ➤ Devangana Associate 2003
Sales Executive
Location: Agra, Uttar Pradesh |
| ➤ Kinetic Hyundai Elevator & Movement Technologies Ltd.
2011 – 2015
Dy. Manager (Sales & Marketing)
Location: Delhi NCR | |
| ➤ Schindler India Pvt. Ltd. 2010 – 2011
Sr. Account Executive (New Installation)
Location: Jaipur, Rajasthan | |

■ Marketing Activities:

- Managed entire product marketing cycle – Planning and applying the use of various sales strategies.
- Prepared the pricing strategy of the product.
- Negotiate with customers and clients on behalf of firm.
- Direct all meetings and produced presentations for clients.

■ Team Work:

- Worked hard as a team and as a good leader.
- Motivated the subordinates to work hard by assisting them.

■ Educational Qualifications:

- Bachelor's degree in Marketing Management (BMM)
- 10+2 form (BIEC) Bihar Intermediate Education Council Patna
- 10th From (CBSE) Central Board of Secondary Education

■ Current Location

- Ranchi Jharkhand

■ Personal Details:

- Father's Name : Sri A K Singh
- Date of birth : 4th July'1980
- Marital Status : Married
- Language Known : Hindi & English.

■ Soft Skills

- Microsoft Office and Internet Application



Ratnesh Kumar