**Name: Pranaw Kumar,** MOB NO: + 91 6205874695, 9570028903, Email: [pranav\_soni237@rediffmail.com](mailto:pranav_soni237@rediffmail.com), Address: H/No- 50 Argora Housing Colony Ranchi-834002, Jharkhand**.**

An enthusiastic self motivated person with proven analytical, communication, creative and interpersonal skills.

OBJECTIVES

To work in an organization where I am able to contribute to the organization’s growth and profitability with my skill and in turn get an opportunity to gain exposer and expertise that could help me to build a strong & successful career. I have high ambition to success through hard work and ambition.

ORGANIZATION EXPERIENCE

**Presently working**

**HOME CREDIT INDIA FINANCE PVT LTD**

**Duration: - 24TH SEP 2018 TO TILL DATE .**

Job Role – Sales Target achievement and Risk Performance ,Sales compliance, daily assessment ,daily Online attendance required with minimum 20 Outlet visit per days and I am taking care of total 55 outlet in Hazaribagh and with Total 12 Sales Associates in my team and I got two black certificate which is appreciation latter on behalf of my 120 % target achievement on January to march quarter at home credit carrier .

Designation: - District Sales Manager

Location - Hazaribagh

**Company :- TELENOR INDIA COMMUNICATION PVT LTD**

**Duration: - 18TH MAY2016 TO 20th JULY 2018**

Job Role -: Retail Channel Management Opening New Telenor Express Store and Management Business

KPI training and development of franchisee & Customer Relationship Executive ,Store Hygiene ,Driving

Sales through Channel and tertiary Management.

Handle area :- CHATRA,BARHI,CHOUPARAN,BARKATHA,KODERMA & TILAIYA

Designation: - Franchise Retail Manager

Headquarter- Hazaribagh

**Company: - H. R FOOD PROCESSING PVT LTD (Osam Dairy)**

Duration: - 20Th June2014 to 20 April 2016

Job Role: Handling the distributors, presently dealing with Complite Dairy products like (**OSAM SM MILK, OSAM TM MILK, OSAM, PLAN CURD,OSAM PANEER,OSAM MISTI DAHI, OSAM LASSI,OSAM PEDA. )** and presently handling 4 distributor in my area.

Location: Ranchi (Namkum , Tatisilwai ,Chutia ,Main Road) and bundu market.

Designation - Sr. Sales officer

Headquarter: Ranchi

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| |  |  |  | | --- | --- | --- | | Duration | : | 18Sept 2010 – 12Mar 2014 | | Company | : | **Vodafone Spacetel Ltd** | | Designation | : | Sales Executive | | Job Profile | : | Used to sell postpaid connection to National Accounts and small & medium Enterprises. | | Headquarter: Ranchi district . | | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | |  |  |  | | --- | --- | --- | | Duration | : | 18Sept 2008 – 12Aug 2010 | | Company | : | **Idea Cellular Ltd** | | Designation | : | Sales Executive | | Job Profile | : | Used to sell postpaid connection to Top corporate companies and small & medium Enterprises. | | | | |  |  | | Headquarter: Ranchi district | |  |  | |  | |  |  | |  | |  |  | | **SUMMARY OF EDUCATION**   |  |  |  |  | | --- | --- | --- | --- | | **Graduation** | : | B.A. From Ranchi University Ranchi 2012 | | | **I.A.** From JIEC Ranchi 2007  **Matriculation** : from Bal Krishna high school Ranchi 2005 | | | | | | |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | |  |  |  |  |  | |  | | |  |  |  |  | |  | |  | |   **PERSONAL DETAILS**    Date of Birth : 05/01/1991  Father’s Name : Mr. Pradeep Kumar  Permanent Address : H /No.L-50, Argora Housing Colony Ranchi - 834002  Relocation : Ready to relocate anywhere in Jharkhand and Bihar.  Place: Ranchi Pranaw Kumar  **Pranaw kumar**  **Signature**  **Date :-**   |  |  |  | | --- | --- | --- | |  |  | | |  | | |