

NEETESH KUMAR

Mobile: 09889111667

E-mail ID: Neetesh01@gmail.com

Career Objective: To succeed in an environment of growth and excellence and earn a job which provides me job Satisfaction and self-development and help me achieve personal as well as organization goals.

Academic Qualification:

| Exam Passed | College | Board/University | Year | Percentage |
|--------------|--|------------------|------|------------|
| MBA | Institute of Co-Operative & Corporate, Management, Research & Training (Govt. College) | GBTU (UPTU) | 2014 | 60.26 |
| B.Tech | Dr. M C Saxena College of Engineering & Technology | GBTU (UPTU) | 2012 | 64.98 |
| Intermediate | Govt. Jubilee Inter College | U P Board | 2006 | 62.20 |
| High School | Lucknow Christian High School | U P Board | 2004 | 49.33 |

Specialization:

MBA from Dual Specialization i.e., Marketing & Information Technology.

B.Tech in Computer Science.

Experience:

Present Organization:

Company: Magnasoft Consulting India Pvt. Ltd.

Duration: 14th December 2015 to Present.

Designation: Sales Consultant.

Sector: Information Technology.

Roles & Responsibilities:

- To develop the business in the designated region i.e., whole UP & Rajasthan region,
- Presently, I am handling a team of four executives under me,
- I have to make aware about our products to the prospects i.e., Marketing,
- Need to do Cold Calling on daily basis,
- Maintaining and compilation of the reports on daily, weekly and monthly basis of our team and myself,
- Achieving monthly, quarterly and annual targets,
- Need to travel to different regions to develop the business i.e., in home location as well as non-home locations too,
- Also, making channel partners,
- Audit of the team to build accuracy and meeting targets for the company, etc.

Previous Organization:

Company: Web Mento Pvt. Ltd.

Duration: 30th December 2013 to 11th December 2015.

Designation: Assistant Manager Marketing.

Sector: Information Technology.

Roles & Responsibilities:

- To develop the business in the designated region i.e., whole Lucknow & UP region,
- Previously, I am handling a team of six executives under me,
- I have to make aware about our products to the prospects i.e., Marketing,
- Need to do Cold Calling on daily basis,
- Maintaining and compilation of the reports on daily, weekly and monthly basis of my team and myself,
- Achieving monthly, quarterly and annual target,
- Need to travel to different regions to develop the business i.e., in home location as well as non-home locations too,
- Audit of the team to build accuracy and meeting targets for the company on time, etc.

Technical Skills:

Database: Microsoft SQL Server 2008,

Languages Known: C, HTML, ASP.net Using C#,

Productivity Tools: Microsoft Office & Internet,

Operating System: Windows XP & Windows 7.

Summer & Research Training:

- MBA marketing research training in Evaluating Quality of Engineering Education Using Capability Maturity Model in Uttar Pradesh,
- MBA summer training from Mirza International Pvt. Ltd. in Shoe Production & Planning.
- B.Tech summer training from BSNL in Networking i.e., knowledge of BTS, R F Antennas (Mobile Computing).
- B.Tech summer training in ASP.net using C# from CETPA InfoTech i.e., in Web Designing & Web application development.

Summer Training Project / Research Report :

| Course | Summer Training Project / Research Report Name | Duration | Organisation | Sector |
|--------------------------|--|-----------------------------|----------------------------------|-----------------------|
| B.Tech (Summer Training) | Automated Bidding Evaluation & Selection System | November 2011 to March 2012 | CETPA Infotech Pvt. Ltd. | Website Development |
| MBA (Summer Training) | Shoe Production & Planning | June 2013 to July 2013 | Mirza International Pvt. Ltd. | Planning & Production |
| MBA (Research Report) | Evaluating Quality of Engineering Education Using Capability Maturity Model in Uttar Pradesh | February 2014 to May 2014 | ICCMRT (UP Engineering Colleges) | Marketing Research |

Achievements:

- In both the organization I joined individually but after few months with my hard work and dedication I develop good business for the organization in my region so both the companies provide me team of the executives in different region to develop more business,

- Won First Prize in Website Presentation in college annual fest of B.Tech,
- Won First Prize in Power Point Presentation in college annual fest of B.Tech,
- Won Gold Medal in LAN Gaming in college annual fest of MBA,
- Awarded by Northern Railway & Home Ministry of India for scoring good marks in Hindi in the class 10th & 12th,
- Scored 40th rank in Bhartiya Sanskriti Gyan Pariksha in Inter 1st year,
- Done one month computer awareness program at Inter Level by Govt College.
- Event Co-ordinator in college annual fest of B.Tech & MBA.

Hobbies:

- Driving,
- Playing Cricket,
- Photography.
- Marketing Research i.e., comparing products & their specifications.

Personal Details:

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|--------------------------------------|---|
| Father's Name | Mr. Akhilesh Kumar |
| Date of Birth | 6 th December 1989 |
| Address | H.No. - 164/117 "Chandrika Laisha Kunj" Haider Mirza Road, Golaganj, Lucknow- 226018 |
| Languages (Write & Speak) | English & Hindi |
| Place | Lucknow |

Date :

(Neetesh Kumar)