

**NEETESH KUMAR****Mobile: 09889111667****E-mail ID: Neetesh01@gmail.com**

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**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:** 14<sup>th</sup> 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:** 30<sup>th</sup> December 2013 to 11<sup>th</sup> 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 10<sup>th</sup> & 12<sup>th</sup>,
- Scored 40<sup>th</sup> rank in Bhartiya Sanskriti Gyan Pariksha in Inter 1<sup>st</sup> 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:**

**Father's Name**

Mr. Akhilesh Kumar

**Date of Birth**

6<sup>th</sup> 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 )**