

AMIT KUMAR

CONTACT

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To work in globally competitive environment on challenging assignment that shall yield twin benefits of job satisfaction and a steady-pace professional growth.

I like smart working with team as Well as alone. Thus, develop my- self towards the goal and vision of the company.

KEY RESULT AREAS

Demand generation and new customer conversion to retain and acquisition of customers. Working on top selected customer of concern area to acquisition and to retain at their fleet by adding 3% share in every quarter.to aware customers about our customer – oriented schemes and about our products through regular follow-ups.establish/monitor product performance to retain the customer.

ACTIVITY & HOBBIES

Playing Cricket

Gardening

joining in society works

Management

EXPERIENCE

Assitant Area Service In-charge, Reliance Industries Limited, Darbhanga, Bihar

JAN 2024 –PERSUING

- Handling Channel Sales management & Fleet Development.
- Fleet network expansion & increasing SOB
- Achieving targets of sales & services KPIs and increase primary and secondary sales
- Responsible for best service to the fleet.
- Prepare Fleet Health reports on monthly basis.
- Responsible for making fleets in CPKM
- Responsible to achieve monthly targets.
- Ensuring consistent service quality across all assigned service points and maintaining the upkeep of service centers. .
- Possessing knowledge of device repair operations, products, and market to effectively support the team..

HDO Senior engineer, Bharti Airtel Xstream Fiber,

Patna ,Bihar SEP-21 TO Jan-24

- Handling Channel Sales management & Dealer Development.
- Dealer network expansion & increasing SOB.
- Achieving targets of sales & services KPIs and increase primary and secondary sales
- Handling & responsible for Distribution sales.
- Responsible for Sub-dealer sales.
- Responsible for sales in entire patna & Ensure all operations adhere to company, industry, and safety regulations. .
- Handling team of 3-4 DSR across the region.
- Responsible for achieving Dealer & Distributer monthly target.
- Keep detailed records of all service activities, maintenance, and repairs, and prepare technical reports
- Work with engineering and technical teams to resolve complex problems and provide feedback for product improvement. .

SALES & SERVICE ENGINEER, Tata Sky ,Patna

April 2020 –sept 2021

- Selected top 10flets handle, structure call and work on CPKM drive.
- Customer relationship maintain and new customer build up with new dealer and as well as distributer.
- Achieving targets of sales & services KPIs and increase primary and secondary sales.
- Conduct weekly team meeting to encourage staff to share idea, give feedback, and request training.
- Install new equipment and systems and perform routine, scheduled maintenance to ensure ongoing functionality

TECHNICAL SKILLS

- CAD/CAM in auto cad/auto desk inventor ,cero 2.0 and NX cam.
- Conversant with Microsoft office –outlook ,word,excel,powerpoint.
- Internet applications.
- customization, and integration experience with SAP CRM, as well as the SAP CRM [WebUI](#)

IN-PLANT TRAINING

PERSONAL DETAILS

S/o- Sujeet Kumar Sharma

Gender- Male

Marital status – Unmarried

Religion – Hindu

Nationality – India

LANGUAGE KNOWN

English

Hindi

Bengali

Temporary add

Darbhanga,Bihar , India,
846004

EDUCATION

BACHELOR OF TECHNOLOGY IN MECHANICAL ENGINEERING

**MAULANA ABUL KALAM AZAD
UNIVERSITY OF TECHNOLOGY, WEST
BENGAL, 2017-2021**

IN SCORED 71%.

INTERMEDIATE IN SCIENCE Stream (PCM)

Bihar School Examinatin Board ,Patna, INDIA 2015-2017

I GET 66% MARKS IN INETERMEDIATE with Distinct topper in Mathematics with 97 marks

I WAS CLASS REPRESNTATIVE TILL LAST SEMESTER. I LEAD THE YEARLY TEAM IN COLLEGE.

MATRICULATION SCHOOL IN BSEB RANCHI

Partibha Sagar High School, Muzaffarpur,Bihar INDIA

2013-2015 WITH SCORED 79%

KEY SKILLS & INTERESTS

Strong interpersonal & communication skills,
Event and team management with presentation skill.

Ability to collaborate with team,
Distribution Management.

Problem solving & negotiation skills.

Leadership quality,

Ability to stand in critical situation,

Sales skills, well self-disciplined,

Ms word, Ms PowerPoint, Ms Excel,

Service skills, b2b service skills

Fleet Management.

Key account management.

DECLARATION

Date -

Place

-

I hereby declare that the above information is correct & true to the best of my knowledge.

