



## Jugesh Kumar

To enhance my skill – set by working in a challenging and competitive environment while at the same time contributing to the growth and process of the organization and put in best efforts towards mutual growth.

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### Profile Summary/ Achievements

- Nearly 5 years of extensive experience in Sales & Interior Designer
- Expertise in layout, color, lighting, materials selection, custom furniture and all installations
- Proven working experience in decorating interior spaces (consultations, renovations, space planning and new constructions)
- Proficient in AutoCAD, Sketch Up, 3D Max, Illustrator or other design programs
- Creative talent, imagination and eye for design
- Ensure that the sales department works cross functionally with executives from other departments
- Monitor competition, economic indicators, and industry trends

### IT Skills

Office



Google  
SketchUp

DOMUS3D® 2018

KD Max™



### Core Competencies

Product Development	10
Strategy Development	10
Customer Dealing	10
Budgeting & Forecasting	10
Project Management Skill	9
Management Skill	10
Leadership Skill	9
Conflict Management	10
Decision - Making	10
MIS Management	10



### Soft Skills



### Education



Punjab School Education Board



Punjab School Education Board

- Senior Secondary Examination from Joseph's School Ludhiana in 2010
- Matriculation Senior Secondary Examination from Joseph's School Ludhiana in 2008



### Higher Education



- B-Sc (Interior Design) from Lovely Professional University in 2013

## Work Experience

Since April' 17



Since May'15 – march ' 17



### Neeru Marketing Co ,Manimajara Chandigarh - As an Sales Manager

Importer and Supplier and trader of Versace Ceramics and Marbles.NMCO is only Distributor of Versace Ceramics in North India Also Deal in Marble, Granite, Stone. NMCO is also dealer of Laminum&Stonex India &Fima Carlo

#### Role

- Present, Promote and sell Product/Services using solid arguments to existing and prospective customers.
- Reach out to customer lead through cold calling
- Provide operational support and guidance to staff
- Achieve agreed upon sales targets and outcomes within schedule
- Manage work assignment and allocation for staff
- Coordinate sales effort with team members and other departments.
- Supply Management with reports on customer needs, problems, interests, Competitive activities, and potential for new products and services
- Building positive relationships with customers, Identifying opportunities for greater profits
- Resolve customer complaints quickly and effectively

### Jhonsen Kitchen - Ludhiana - As an Assistant Sales Manager

For more than 70 years, nobilia kitchens have stood for up-to-date, custom design, outstanding brand quality and an attractive value for money. With sales of more than 1.089 billion EUROS, nobilia is the largest manufacturer of fitted kitchens in Europe and the market leader in Germany.

#### Role:

- Confer with client to determine factors affecting planning interior environments, such as budget, architectural preferences, and purpose and function.
- Discovering and pursuing new sales prospects, negotiating deals and maintaining customer satisfaction
- Supervise work progress
- Conduct on-site observations and provide recommendations to help streamline ongoing design project
- Work within timely schedules to coordinate the completion of tasks through to final project completion
- Gather feedback from customers or prospects and share with internal teams

## Work Experience

Since Feb 14 – April 15



Jul '13 - Jan'14



**Viele Kitchen Ludhiana As a Designer**– VIELE is the Dubai based luxury kitchen brand, dedicated to designing and crafting the world's most desirable kitchens. From the humble beginning and entry into Indian Market with its 1st Company Owned Store to cater the different segment demand.

### **Role:**

- Determine the client's goals and requirements of the project
- Consider how the space will be used and how people will move through the space
- Visit after the project to ensure that the client is satisfied
- Prepare final plans, using computer applications
- Sketch preliminary design plans, including electrical layout
- Interpret and translate customer needs into rough plans

### **Unique Creations, Ludhiana As a Interior Designer**

Unique Creations organization possesses an immense specialization in rendering Architect Solutions for our clients. With our intellectual architects, we are able to offer reliable solution to all the architectural requirements of the industry. These services are rendered by the professional designers and architects.

### **Role:**

- Outline client design objectives.
- project requirements and schedule during the "brief"
- Interpreting and translating customer needs into rough plans
- Create a timeline for the interior design project and estimate project costs
- Specify materials and furnishings, such as lighting, furniture, wall finishes, flooring, and plumbing fixtures
- Work closely with designers, decorators, architects and constructors

## Strength

- Team Worker, Professional Problem solving skills
- Hardworking and ready to relocate with confidence
- Strong commitment and great coordinator
- Self-disciplined and Learning Attitude
- Time management , Leadership skills , Communication Skills
- Can make SOP for any organization
- Openness , Honesty & Integrity
- Develop sales strategies to acquire new customers or clients
- Strong ability to accurately forecast future sales volumes

## Area of Interest

- Social Interaction
- Playing Chess
- Traveling

## Goal of Life

- To become a successful entrepreneur
- Continuous learning and development
- Health & Fitness Oriented

## Demographic Details

**Father's Name** : Mr.Vikram Singh  
**Mother's Name** : Mrs.Meenu Devi  
**Date of Birth** : 18 June 1992  
**Marital Status** : Unmarried  
**Permanent Address** : Hno :18 Shaheed Bhagat Singh Nagar Ludhiana  
Punjab

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

**JUGESH KUMAR**