

CURRICULUM VITAE

RAJ KUMAR

Address: H.NO. 594 Gha/93,Bhagwant Nagar,Nilmatha,Lucknow.

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OBJECTIVE

Seeking challenging assignment in marketing/business development/key account management/client servicing/team management with an organization of repute.

PROFESSIONAL SYNOPSIS

- ❖ A professional with more than 5 years of rich experience in institutional sales,Channel sales,Marketing A and New business Development .
- ❖ Handled retail network with Dealers and distributors management taking care for all the aspect like collection of payment & orders,stock maintenance,new dealer appointment in different areas,resolving the issues b/w distributors & retailers.
- ❖ Proficient in identification and development of new market segments,new clients and new products to generate additional business revenue.
- ❖ Demonstrated skills in relationship management coupled with excellent communication and organisational ability.

BUSINESS DEVELOPMENT:

- ❖ Identifying prospective clients,generating business from new accounts & developing them to achieve consistent profitability.

- ❖ Building and maintaining healthy business relations with major cliente,ensuring maximum customer satisfaction by achieving performance delivery & quality norms.

DISTRIBUTION MANAGEMENT

- ❖ Identifying and developing channel partners for achieving business volumes consistently and profitably.Evolving strategies & activities to achieve desired business objectives & implement recognition campaigns for enhancing motivation.
- ❖ Ensuring cost effective logistics operations across the distribution channel and monitoring availability of requisite goods at the various sales outlets/channels.
- ❖ Evaluating performance & monitoring of dealer sales and marketing activities.

ORGANISATIONAL EXPERIENCE

- ❖ **Serviced in Merino Industries Ltd(JULY 2018-AUGUST2020)as a Senior sales executive.**
- ❖ **Bison innovations private limited by Yojak.(Nov 2020-Jan 2021). As a Sales Manager.**
- ❖ **Dormak interio pvt.Ltd.As a Business development manager.**
- ❖ **Product-Laminates,Plywood &Doors.**

Job profile-

- ❖ Business development & sales through channel partners and projects.
- ❖ Generate revenue from Govt.& private projects.
- ❖ Meeting with Architects,Builders and Engineers for our products.
- ❖ Expand the dealer,distributor and retail network in the assigned areas.
- ❖ Develop & implement annual/monthly sales plan & strategies,interacting & rapport with customers like dealers,architects and builders for new markets.
- ❖ Conduct competitor analysis & understand the competitor and execute competitive analysis.
 - ❖ Identify new opportunities in co-ordination with the market and negotiate contracts with builders

STRENGTH:

- ❖ Hardworking
- ❖ Ability to take responsibility in any situation.
- ❖ Willingness to learn.

PERSONAL DETAILS:

Name : RAJ KUMAR

Father's Name : PARASH RAM MISHRA

DOB : 20 june 1994

Sex : Male.

Marital Status : Unmarried.

Nationality : Indian.

Permanent Add :H.NO. -594 Gha/93 ,Bhagwant nagar, Nilmatha,LUCKNOW

Mobile No :06386492906

Email :raj391865@gmail.com

Languages Known : English, Hindi

Declaration :

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

DATE: (RAJ KUMAR)