

# Jitendra Kumar

## SENIOR MANAGER

10+ YRS EXP.

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Seeking employment for the position of Manager. Under my employment, the company can trust in my earned expertise not only in discovering tactical strategies but also entrust in providing the company with the guidance needed to enhance their digital presence further and meet their requirements Investing years to specialize in the inner workings of the online world, my value and contribution as an employee rely on helping to voice the brand.

## PROFESSIONAL EXPERIENCE

### Technical and Functional Summary

Domain	Sales
Functional Areas	Distribution Channel Sales, FMCD , Building material , FMCG, Distribution management, Sales effectiveness, Sales Strategy's, Territory sales management, Customer Relationship Management, Demand Forecasting, Inventory Management, Distribution Sales, Handset sales & Marketing.

## Senior Manager

### Gyandhara Industries Pvt Ltd

#### Lucknow, In

Sep 2020 – Present

Uttar Pradesh (Central & Eastern)

*Handled (75 distributors, 1100+ retailers) Team of 17 members to be managed*

- Responsible for the sales performance of the General Trade Channel and working on daily sales reports.
- Coordination with the distributors and internal team members to ensure maximum output.
- Heads and coaches the Sales Team reporting.
- Discuss and set clear targets for team members
- Plan sales strategy meeting Distributors on regular basis
- Working in Darwin and Field Assist platform

# Area Sales Manager

Rudraksha Ceramics Pvt Ltd - Lucknow, IN

June 2017 - Sep 2020

Uttar Pradesh (Central & Eastern)

*Handled (27 distributor, 4 sd, 80 retailers) Team of 12 members to be managed.*

- Develop sales and marketing strategies to drive sales growth in the assigned area.
- Develop and manage an efficient distribution network to improve sales performance.
- Manage the sales team for sales growth and revenue enhancement.
- Conduct market research to understand competitors and market trends.
- Provide innovative ideas and suggestions to improve the market presence.
- Coordinate with Zonal Sales Manager to enhance sales performance.
- Maintain relationship with existing customers for repeat business.
- Build sales culture and sale centric atmosphere among the team members.
- Maintain contacts with financial centre personnel, processional and personal contacts to build referrals.
- Provide timely feedback to the sales personnel regarding their sales performance.
- Provide trainings, educational workshops and challenging opportunities for enhancing career growth of employees.
- Conduct business plan review meetings with sales team.
- Develop creative promotional strategies to attract more customers.
- Appreciate the contributions and accomplishments of sales employees through proper rewarding mechanism.
- Develop performance improvement plan for sales team to meet performance goals.

# Territory Sales Manager

Lava Mobiles - Lucknow, Jhansi, Kanpur Nagar & Kanpur Dehat, IN

Sep 2012 – June 2017

*(14 distributors, 320 retailers) Team of 8 members to be managed*

- Traveling throughout an assigned territory to train and guide company Sales Representatives.
- Maintaining solid working relationships with customers by ensuring that their needs are met and resolving complaints in a timely manner.
- Continually meeting for exceeding sales targets by persuading customers within an assigned territory to purchase company products and services.
- Analyzing sales and marketing data to determine the most effective sales and marketing techniques. Developing
- innovative sales strategies to increase sales within an assigned Territory.
- Conducting surveys to better understand customer needs.
- Attending trade shows to promote company products and services.
- Ensuring that brand awareness within an assigned territory meets company expectations.
- Motivating Sales Representatives to achieve sales quotas and evaluating their performance based on their ability or inability to achieve sales quotas.
- Monitoring competitors' sales activity within an assigned territory.

## Education

MBA

Regular

Babu Banarasi Das NIEC ( UPTU )

May 2010 - June 2012 - lucknow, IN

Bachelor of commerce

Kanpur university

Jagran institute of Management Science & Arts

Mar 2007 - Apr 2010 Kanpur, IN

Intercollegiate

Up board

Spring dales school

Mar 2006 - Mar 2007 - Kanpur, IN

Highschool

Up board

Spring dales school

Mar 2004 - Mar 2005 - Kanpur, IN

KEY SKILLS

Distribution Strategy



Channel Management



Channel Management



Distributed Team Management



Channel Strategy



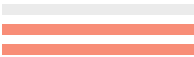
LANGUAGS

Fluent



Hindi

Fluent



English