**RESUME**

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# CAREER OBJECTIVE

To climb the ladder of success and reach the highest echelons in the corporate world by joining an exemplary organization where Hard Work, Creativity and Commitment to work are well rewarded.

# CAREER SUMMARY

* Currently working with Koding Kid Pvt Ltd (AINRATech & AINRAED)
* More than13 Years of functional experience in the field of Sales, Business Development & Customer Relationship and Channel Sales (B2C & also B2B).

# EDUCATION QUALIFICATIONS

* M.B.A (Marketing) from Pondicherry University (Distance Education).
* B.Sc. (Computer Science) from Osmania University, Hyderabad.
* Intermediate (M.P.C) from Intermediate Board Of Education.
* SSC from Secondary School of Education.

# TECHNICAL SKILLS

* MS – Office
* ‘C’
* Hard Ware PC – Assembling

**SKILLS SET**

* Strong interpersonal & communicational Skills
* Team Player
* Zeal to learn & Result oriented Time Management Skills
* Energetic and Sense of Responsibility
* Highly efficient and Organized
* Keen Business Sense
* Strong Customer Focus

***PROFESSIONAL EXPERIENCE:***

**CURRENT EMPLOYER:**  KODING KID PVT LTD

**DESIGNATION** **:** HEAD OF PRODUCT SLAES

**PERIOD**  **:** DEC 2021 to TILL THE DATE

**JOB RESPONSIBILITIES:**

* Shall be pitching the product (ERP Software, Website designing, Mobile app development, SEO, Branding, Digital Marketing) Presentations to School’s Management, Principal’s and Teacher’s and also to Enterprise Companies and SMEs.
* Acquire new clients and also to maintain relationship with old clients.
* Generate the large-scale relationships for new accounts, achieving consistent profitability.
* Handling escalations or service issues and negotiations.
* Handling the team of 8 members of Sales & Support.
* Handling the Payment Collections from existing clients.

**PREVIOUS EMPLOYER:** EDUFIED LABS LLP (Schoolknot)

**DESIGNATION** **:** AREA SALES MANAGER

**PERIOD**  **:** APR 2019 to DEC 2021.

**JOB RESPONSIBILITIES:**

* Shall be pitching the product (ERP Software) Presentations to School’s Management, Principal’s and Teacher’s.
* Acquire new clients and also to maintain relationship with old clients.
* Generate the large-scale relationships for new accounts, achieving consistent profitability.
* Handling escalations or service issues and negotiations.
* Maintains complete relationship record for assigned customer accounts (Key Accounts Manager).
* Handling the Payment Collections from existing clients.

**ORGANISATION :** KIDDOS STRATIONERY PVT. LTD. (Smilykiddos)

**DESIGNATION** **:**  MARKETING MANAGER

**PERIOD**  **:** MAY 2018 to APR 2019

**JOB RESPONSIBILITIES**:

* Shall be pitching the Presentations to School’s Management & Principal’s.
* Acquisition of new clients (Retail Stores & Shopping Malls) and also to maintain relationship with old clients.
* Approaching decision makers, win the business and maintain relationships for Current and future business.
* Generate & grow large-scale relationships for new accounts, achieving consistent profitability.
* Acquisition of new clients of Franchises in all over India also.
* Handling the team of 5 members & also service issues and negotiations.
* Maintains complete relationship record for assigned customer accounts.

**ORGANISATION :** NISCHAL’S SMART LEARNING SOLUTIONS PVT. LTD

**DESIGNATION** **:** MARKETING MANAGER

**PERIOD**  **:** JULY 2013 to MAY 2018

**JOB RESPONSIBILITIES**:

* Shall be pitching the Presentations to School’s Management, Principal’s, Correspondent’s, and Teacher’s.
* Acquisition of new clients and also to maintain relationship with existing clients.
* Approaching decision makers, win the business and maintain relationships for Current and future business.
* Generate & grow large-scale relationships for new accounts, achieving consistent profitability.
* Handling escalations or service issues and negotiations.
* Maintains complete relationship record for assigned customer accounts.
* Handling the Franchises (Robotics) for Retail Business.
* Handling some part of A.P & 3 districts (Hyd, R.R, and Medchal) of Telangana States of Govt. Schools & Private Schools.

**ORGANISATION**  **:** MEXUS EDUCATION PVT.LTD.

**DESIGNATION** **:** TERRITORY BUSINESS MANAGER.

**PERIOD**  **:** APRIL 2011 to JUNE 2013.

**JOB RESPONSIBILITIES:**

* Shall be pitching the Presentations to School’s Management, Principal’s, Correspondent’s, and Teacher’s & sometimes Parents.
* Acquire new clients and also to maintain relationship with old clients.
* Approaching decision makers, win the business and maintain relationships for Current and future business.
* Generate & grow large-scale relationships for new accounts, achieving consistent profitability.
* Handling escalations or service issues and negotiations.
* Handling Retail products and International Science Competitions also.
* Maintains complete relationship record for assigned customer accounts.
* To review Pipeline and sales related reports including daily call reports, weekly reports, sales projection report, monthly sales plan.
* Handling the Franchises of Pre-School Concepts.
* Handling 6 members (ME’s) of team.

**ORGANISATION :** EDUCOMP SOLUTIONS LIMITED.

**DESIGNATION** **:** BUSINESS DEVLOPMENT MANAGER.

**PERIOD**  **:** JULY 2010 to MARCH 2011.

**JOB RESPONSIBILITIES:**

* Shall be pitching the Presentations to School’s Management, Principal’s, Correspondent’s, and Teacher’s & sometimes Parents.
* Acquire new clients and also to maintain relationship with old clients.
* Approaching decision makers, win the business and maintain relationships for Current and future business.
* Generate & grow large-scale relationships for new accounts, achieving consistent profitability.
* Handling escalations or service issues and negotiations.
* Maintains complete relationship record for assigned customer accounts.
* Maintains Kadapa region only.

**ORGANIZATION**  **:** ISERV COMMERCE INDIA LTD **(Ilaka.in)**

**DESIGNATION** **:** TEAM LEAD BUSINESS DEVELOPMENT

**PERIOD**  **:** JUNE 2007 to JUNE 2010.

**JOB RESPONSIBILITIES**:

* Trained & motivate to Team and get the business through them, it is entire based on concept selling (B2C sales) and service oriented.
* Approaching decision makers, win business and maintain relationships for Current and future business.
* Ensuring proper & timely services to the clients.
* Maintaining the good rapport with the clients.
* Handling escalations or service issues.
* Handling negotiations.

**ACHIEVEMENTS:**

* Joined as a Sales Executive in June 2007 and was promoted as Team Leader within 4 months based on the performance.
* Instrumental in streamlining the operations.
* Successful in handling the valued customers.
* Having a breakthrough of our competitor’s strong hold.

**STRENGTHS:**

* Extremely hardworking, self motivating & highly dedicated
* Good presentation & communication skills
* Ability to work under pressure
* Listening skills
* Attitude of learner
* Solution orientation

**Personal Profile**

Father’s Name : M.S.Rama Raju

Date of Birth : 04 June 1983

Languages : English, Hindi, Telugu,

Hobbies : Listening music, Playing cricket, Watching TV

Address : H.No:49-443/A, 2nd Floor, Sri Sai Nilayam, Bapu Nagar, Chintal-54

Medchal-Malkajgiri(Dist), Telangana, India.

**Signature (M. SUMAN KUMAR)**