

**KUNAL KUMAR GARG**

**Business Leader**

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EDUCATION

* Strategizing & P&L Leader
* Business growth
* Developing operational efficiencies
* Channel & Institutional Sales

HARD SKILLS

* Business Acumen
* Problem Solving
* Entrepreneurial thinking

CAREER SNAPSHOT

SOFT SKILLS

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CONTACT

I have enabled businesses which went onto to become some of the fastest growing companies in India. Have been 2 times entrepreneur with fairly successful stints.

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EXPERIENCE

**Freelancer-Sales and BD Consultant**(Feb 20 to till date)

* Helped the companies setup their offices,business expansions,GTM for new

product launches.Quarterly achievements of topline and bottomline,cashflow

improvements strategies.Has played pivotel role in reducing COA(cause the

customer acquisition).

* Few of the client I worked with **Creative Pulp ,Vyng Research and Refreshmint**

**Director- Business Development** (*June 19 – Jan 20)*

Verimployee (start-up into S*AAS based HR Tech platform)*

Meeting CXO level decision makers of key strategic accounts across industries

* Participate in networking events & conferences and generate a pipeline of newer

opportunities

* Managing Sales Manager, Executives and Tele Sales team to achieve business

objectives

* Regularly conducting review meetings and business growth sessions with external

partners to gain traction

* Working closely with the marketing function to create, operationalize and review

efficacy of marketing campaigns

* Feeding & iterating the sales and marketing strategies

Achievements:

* Closed **25 key accounts in 3 months**
* Introduced the product at the **Cabinet Secretary level in Niti Aayog, Minister**

**DEGREE NAME**

B.E. (Computer Science) from BMIET, Sonepat

2002-2006

Pursuing **Business Analyst Masters** course from Intellipaat & IBM

Pursuing **Google Project Mgmt Professional** cert.

**of State for MSME, Entrepreneurship and NSD**

**Sales & Marketing Consultant** (*July 17 – May`19)*

*AB Markting- (A cryptocurreny startup)*

* Leveraging bitcoin and ripple for Indian market till end of 2017
* Was responsible for new product development and operations management
* Headed the sales and marketing for the company
* Got many strategic alliances for the company from the business point of view

**DEGREE NAME**

MBA- Marketing from IIPM New Delhi and IMI Belgium

2008-2010

**Manager- Business Expansion** *(Mar 15 – July 17)*

*Home Credit India (Leading NBFC & Fintech into retail finance)*

* Played pivotal role in expansion of the company operations from 2 cities to 70
* Manage entire sales, marketing, profitability and operations of the city
* Leading a team of sales managers, HR, sales operations and risk professionals
* Responsible for entire recruitment from city head to field executives
* Handover of a health city to sales network and operations within the given time frame

*Achievements:*

* **180% of sales targets** in Jamshedpur and Raipur with less than 1% delinquency
* **CEO awards** for being the best ‘Rollout Manager’ and the most valuable employee of the company

**Partner** (*Oct 13 – Mar 15)*

*Resterra Technologies ( safe drinking water and rooftop solar units to domestic and commercial segments)*

* Did alliance with Crossfields Coimbatore to manufacture our portable water purifier unit
* Was successful in providing purified drinking water to a village in Rajasthan
* Bagged Delhi Reliance Metro installation and O&M contract

*Achievements:*

* Bagged 25 corporate clients
* Achieved a **top line of 2Cr** `s in a year and a half

**Assistant Manager- Sales** (June 11 *– Oct 13)*

*Godrej & Boyce (Prima division which had 3 sub verticals- Vending, AV and Batteries)*

* Sales planning and corporate sales for the entire region
* New product launch & customer loyalty programs
* Created, implemented and monitored marketing and distribution programs with channel partners

*Achievements:*

* ***Best sales person award*** *for vending division in Corporate Sales*

**Sales Specialist** *(May10 – May 11)*

*Adroitec Information Systems (Solution Sales of Oracle, CAD/CAM, Bentley etc)*

* Headed educational sales for company`s new product
* Created, implemented and monitored marketing and distribution programs with channel partners

**Manager- Project & Channel Sales** *(Jun 06 – Apr 08)*

*Biotech Services (Waste-water management)*

* Cross department collaboration
* Created, implemented and monitored marketing and distribution programs with channel partners

*Achievements:*

* *Achieved target of 100% for implementation and O&M work*
* *Bagged 10 new projects with a sales target achievement of 162%*

**Projects Undertaken and Voluntary Work Done**

* Worked as **Operations Head for TATA Bazaar** an NGO providing sustainability livelihood for women’s in villages
* Cofounded camel milk startup in 2017. Camelmilk is scientifically proved beneficial in autism ,diabetes and many more diseases. Expanded to **2000+ happy families** by meeting people at support groups, word

Of mouth, strategic alliances with special schools and therapy centers and aggressive marketing on digital

platform and ATL