

**Amit Kumar**

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Phone number: 7003584196 / 9990328604

Date of birth : 11-05-1976

Sales & Marketing with 15 years Sales Experience having qualification B.Tech (Electronics & Communication) and PGDBM (Marketing)**Key Qualities or Key Achievements**

Booked Sales of DRM-Hatia for IP PBX of INR 1.33 Crore, with proactive customer mapping.

Booked Sales of Oriental Bank of Commerce & Punjab and Sind Bank for Note Sorting Machine of INR 7 Crores with help of physical product demonstration, Stress test of product and proper mapping the hierarchy.

Booked the business from new customer as -Supreme Court of India - for supply of Compactor in Judge Library of INR 11 Lakhs.

Booked largest order of the year -2007 in East India through DGS&D Rate Contract from Department of Post – Patna , under -Project Arrow - of INR 6 Crores for the supply of Computers , Servers, Printers & Laptops.

Booked Large order from BELTRON – Patna through DGS&D Rate Contract of INR 3 Crores in year 2007, for supply of Laptops, Desktop, Server & Printers.

Reduced Branch running cost , delivery expenses and warehouse cost to 14 % during the years 2010 to 2015 with annual target achievement of both Sales & Services.

Providing Sales Training to sales team, for generating business funnel (through Potential customer list / Prospect list / Existing customer list / Channel Partner list / System Integrators list and Consultants).

Technical Sales Skill : In DGS&D Rate Contract / GeM Business / Tender business / Empanelment business / Direct Sales business / Retails business / Channel Partners business / system Integrator business and Distributers business. With Communicating through product demonstration and explaining PPT to customers.

Customer Relationship building and exploring new channel partners and systems integrators.

Work Experiences: (15 Years Sales & Marketing: Channel sales / Direct Sales / Retails sales)

Start date – End date	JOB TITLE	Name of the company
23-12- 2019—To Till Date	Senior Manager Sales	Sparsh Innovator Pvt.Ltd.
01-02-2018 – 31-01-2019	Manager Business Development	Unicom Infotel Pvt.Ltd
15-06-2016 – 30-12-2017	Regional Manager Sales- Govt.	Intellicon Pvt.Ltd
14-04-2015 – 02-02-2016	Assit Manager (Sales)	Infres Methodex Pvt.Ltd.
25-07-2011 – 16-03-2015	Branch Manager	Methodex Systems Ltd
14-06-2010 – 22-05-2011	Key Account Manager –Infra	Eureka Forbes Ltd
25-12-2006 – 22-06-2009	Senior Sales Executive	HCL Infosystems Ltd
26-12-2005 – 12-12-2006	Territory Executive –Noida	Rothenberger India Pvt.Ltd.
01-02-2001 – 11-01-2004	Sales Engineer	Composite Tools India Pvt.Ltd

Education

Year of Completion	Technical Stream	Degree / Full Time
2001	B.Tech (Electronics & Communication)	Degree (Full Time)
2006	Post Graduate Diploma in Business Management (Marketing)	Full Time

Location Experience: Delhi / NCR /Haryana / Nepal/ Bihar / Jharkhand /West Bengal (Kolkata) /Assam /Orissa/ Meghalaya.

Experience in Government \ Tender Business / Channel Development & sales / Direct Sales / Distributor Sales and Retail Sales in Following Products:-

Product / Solutions	Manufacturer
Audio –Visual Solutions	LG/Panasonic/JBL/Extron/Kramer/Yamaha/Beyerdynamic
Video Conferencing Systems, Integration , Display / Monitors / IP PBX	Avaya / Polycom / Yealink / Extron /Creston / LG / Siemens / Mitel / NEC / Karel
Laptop / Desktop / Servers / Printers	HCL / HP / TVS / TOSHIBA
Strong Room Doors / Lockers / Safe/ Fire Resistance Filing Cabinet / Compactors / Chairs & Furniture's , Currency Shorting & Counting Machine	Methodex Systems Ltd / Infres Methodex Pvt.Ltd
Sweeping Machine / Power Tools/Core & Thread cutting Machine/PCB Drill Bits	Eureka Forbes Ltd / Rothenberger India Pvt.Ltd / Composite Tools Pvt.Ltd.
Software Solutions (Accounting /Payroll / Manufacturing) & Security Solutions (System Sensor Linear Heat Detection Cable) / Touch Less (Biometric Attendance devices)	Tally ERP.9 / AutoCAD / Quick Heal / Honeywell / Texecom / IDEMIA

Working Experience (15 Years Sales & Marketing)

Presently Working : As a Senior Sales Manager in **Sparsh Innovator Pvt.Ltd.** (Office Automation Solutions as well as Software Sales (Accounting / Pay Roll / Manufacturing) Provider).Responsible for the business of 5 branches located at Kolkata / Jamshedpur/Ranchi /Dhanbad & Daltanganj. Developing these branches resources as a profit center for the company.

Job Profile:

- Target Large Government Customer in Jharkhand.
- Project oriented Automation Solutions at JUSCO (TATA Group Enterprises) for Conference Room Solutions and Infrared Beam Fencing solutions with Public addressable systems.
- Business with Medium and Small Industries on
- Business with Chartered Accountants and Tax Practitioners
- Handling team of 12 Sales Professional located at five different Branches as a profit center.
- Providing Sales Training to Branch Manager and their Team.
- Doing Registration of GeM / NSIC and doing business rate contract and Tenders at Govts.

Past Working Experience:- Worked in UNICOM INFOTEL PRIVATE LIMITED, as Business Manager, posted at Kolkata, between (01/02/2018 to 31/01/2019).

Job Profile:

- Central Government /PSU/Maharatna Company Business for EPABX
- Exchange business through retention of key account customer i.e. Railway /Coal / NTPC /IOCL
- Specification incorporation for upcoming Small & Large Tender.

- GeM (Government e-Market), business for Video Conferencing.
- Need to Groom the North East States & Chhattisgarh for Exchange & Video Conferencing

Deals in Product:

- IP PBX (MITEL / UNIFY make)
- Video Conferencing (Polycom make)
- Audio Visual Integration (Of Extron Electronics / Professional Display of LG make)

OEM (Original Equipment Manufacturer):-

Sales Professional -Mivoice MX-One Solutions- & Unified Communication by **MITEL of Sweden**
Certificate of Completion -**School of Emerging Technologies 4K” by EXTRON ELECTRONICS of USA.**

Past Working Experience : INTELLICON PRIVATE LIMITED as Regional Manager,
posted at KOLKATA, since (15.06.2016 to 30.12.2017).

Job Profile:

Channel Sales / System Integrator business / Dealer Development (T2 & T3)

Central Government / PSU /Maharatna company Business.

Key Account management in Railway /Power/Coal & other Central Govt.Retention.

Specification Incorporation in upcoming Large & small Tender Business

Business through DGS&D Rate Contract.

Increase GeM Business, both for EPABX & Video Conferencing.

Major Railway (Signal & Telecom Dept): DRM-Adra / DRM-Asansol / DRM-Dhanbad / DRM-Danapur/ DRM-Sonpur/DRM-Samastipur/DRM-Chakadharpur/DRM-Khagrapur/ DRM-Tinsukia/DRM- Lumbding / DRM-Alipurduar / Railway –ZO-Hajipur / Railway-ZO-Guwahati/Railway –ZO –Garden Reach/Railway –ZO-Fairly Palace

Deals in Following Product:-

IP PBX / Hybrid Solution (UNIFY (early Siemens) / NEC/ KAREL make)

Video Conferencing (Life-size / Yealink make)

Annual Maintenance Contract (AMC of KAREL make)

Security Surveillance Solution CCTV (Display screen/LG Camera)

State Coverage :- West Bengal, Orissa, Jharkhand, Bihar, Assam , Meghalaya.

Past working Experience :- I have worked in **Infres Methodex Systems Limited** an Office Automation Company as a **Asst. Manager Sales**, there I have served between 14.4.2015 to 02.02.2016, posted at **Delhi**, taking care the business of Delhi, NCR ,Noida, Greater Noida, Ghaziabad.

Job Profile:-

- Sales team Support../ People Management.
- Administrative Support.
- To take overall responsibility of Branch and its Development with profit centre Both Delhi - NCR and Haryana coverage for Sales (through Kendra Bandar rate contract/Govt.Tender / Govt.Empanelment business), Service & Logistic.

Deals with Following Products:-

- Shredders Machine
- Currency Sorting & Counting Machine
- Currency Verifier & Note Bundling Machine
- Photo Copier Machine

Past working Experience :- I have worked in **Methodex Systems Limited**, is an Office Automation Company as a **Branch Manager** , there I have served between 25.7.2011 to 16.03.2015, posted at **Delhi**, taking care the business of Delhi, NCR (Noida, Greater Noida, Ghaziabad, Faridabad & Gurgaon) and Haryana.

Job Profile:-

- Sales team Support.
- People Management.
- Administrative Support.
- To take overall responsibility of Branch and its Development with profit centre Both Delhi - NCR and Haryana coverage for Sales (through Kendra Bandar rate contract/Govt.Tender / Govt.Empanelment business), Service & Logistic.

Detailed Job Description:-

- Preparing a business plan for the entire financial year in alignment with company's business objective. Direct responsibility of handling a team of Branch Sales Executives/Key

- Target setting and budget rollout executive – wise.
- Lead, Guide & Monitor performance of Branch Sales Team.
- Study & Understand Competitor's activities and draw up competitive marketing Strategy.
- Ensuring the team meets their committed target in their respective designated territories.
- To take overall responsibility for meeting revenues and business target set by the management. Penetrate new market verticals and territories within the given region.
- Monitor new account Opening and supervise all campaign such as Tele Marketing / Email Marketing. Interface and coordinate with other branches regions and for all related coordination, cross referrals & inter linked work. Supervise Stock taking, inventory levels, upkeep of Godown, Stores of materials & rolling forecast of the required material in the warehouse.
- Liaison for the proper and timely delivery of goods to customer site.
- Recruitment & training of front line sales team with the support of HR and Marketing.
- Supervise workload, efficiency and results of office support staff.
- Undertake field coaching for teaching the techniques and skill to front liners of Key Account Management.
- Control on expenses for the delivery of heavy product as well as branches expenses.
- Liaison with Govt. bodies (Police & Municipal etc.).

Deals with Following Products:-

- Strong Room Doors (BIS Approved)
- Cash Safe/ Lockers/ Fire Resistance Filing Cabinet (BIS Approved)
- Compactors/Desking / Seating
- Currency Sorting & Counting Machine

Past work Experience: - As **Key Account Manager** in **Eureka Forbes Limited** at **Delhi** between (14.06.2010 to 22.05.2011) deals mostly in cleaning machine as Vacuum Cleaner, Road Sweeper, Industrial Cleaning Machine.

Job Profile:

- Govt.Key Account Customer Management.
- Mapping Large Cleaning Contractors in Hospitals, Hotels , Railways and Airports.
- Mapping Delhi Municipal Corporation & NDMC.

Past Working Experience :-

As a Senior Sales Executive in **HCL Info systems Ltd** (HINDUSTAN COMPUTER LIMITED) at **Patna** since (25.12.2006 To 22.06.2009) deals mostly with DGS&D Rate Contract business as well as Tender business (Limited tender, Managed tender and Open Tender at Govt. Departments) , posted for Bihar & Jharkhand.

Taking care the Sales and business in Bihar & Jharkhand through channel sales, direct sales and Retail sales.

Job Profile:

- Responsibility for monthly sales target of both **DGS&D rate contract and Tender Business.**
- Develop and implement the plans along with the sales team to attain sales targets.
- To prepare commercial proposal, agreements and compile the techno commercial offer in close co-ordination with Tendering at both central & state Govt.
- Provide monthly business reports and next month projections to HO marketing.
- Price negotiation up to the purchase order finalization.
- Handle enquiry promptly, investigating and resolving customer complaints.
- Establish of dealer Network ,helping sales team in Tender preparation for Govt. dept., Market Identification & annual vendor rating at Department of Post in favor of HCL.Maintain good customer relation in Govt. accounts.
- Collecting the payments on or before the due date.Coordination between customer and corporate function

Deals with Following Products of Office Automation (at DGS&D /Kendra Bhandar Rate Contract):

Laptops / Desktops / Servers & Printers.

Leading a team of Six sales Executives with support engineers to provide technical help to avoid the dissonance that normally exist at the product installation site and ensure that the customer's complaints must be attended on or before the due date and maintaining all necessary documents essential for the above mentioned.

International Marketing:-Visited **Kathmandu (for Three Months)** to establish CHANNEL BUSINESS for HCL products and to collect the relevant information required by Nepal Government for the registration of branch office of Foreign Company in Nepal.

Customer's at Nepal:-

Federation of Nepalese Chambers of Commerce & Industry(Kathmandu)

Nepal Investment bank Ltd (Kathmandu)

Nepal Industrial & Commercial Bank Ltd(Kathmandu)

Department of Commerce (Kathmandu)

Past Working Experience: Worked in **Rothenberger India Pvt.Ltd.as Territory Executive-Noida**, between (26.12.2005 to 12.12.2006) .This Company is a German Multinational, deals in Power tools solutions.

Job Profile:

- Target Large Civil Contractors for Core Cutting and Thread Cutting Machine
- Mapping Large Plumbing and Air Condition Contractor
- Mapping Fire Fighting Contractors
- Targeting Large PSU / Hotels /Hospitals / Industries Instrumentation & Maintains Dept.

Past Working Experience (After B.E.)

Worked as **Sales Engineer** at **Composite Tools India Pvt. Ltd** (New Delhi) between (01.02.2001 to 11.01.2004)

The company is into the manufacturing of carbide Power Tools, PCB Drill Pits. The company has its manufacturing plant and office located in India at Jamshedpur where technological transfer, training and quality audits are undertaken. Composite Tools India Pvt. Ltd has procured ISO 9002 certification.

Deals with the following Product of Power Tools:-

- Drill Bits.
- Core cutting Machine.
- Drain Cleaning Machine.
- Pipe installation Machine (both plastic & Iron Pipes).

Job Profile:

Direct Sales of Power Tools to channel Partner, Retails Shops and Small and Medium Enterprises at New Delhi & NCR.

PROFESSIONAL TRAINING:

TATA IRON AND STEEL COMPANY LIMITED, between (13.07.98 to 08.08.98) at Jamshedpur in the Electronics department. To familiarizing myself in communication system, power electronics, microprocessor based system, programmable controller.

USHA MARTIN INDUSTRIE LIMITED, between (08.11.99 to 22.11.99), at Jamshedpur. To familiarize myself with Ladle furnace at steel melting shop.

SHAVAK NANAVATI TECHNICAL INSTITUTE (TATA STEEL), between (02.05.2K to 02.06.2K) in Electronics department. To familiarize myself with 'DSP Algorithm Development digital signal processing' and to acquaint himself with the working process inside the industries.

FOREMEN TRAINING INSTITUTE (Ministry of Labor, Govt. of India) in the specialized area of Programmable Logical Control (PLC) and Materials Management.

Summer/project TATA STEEL (Marketing & Sales Division, New Delhi) , to acquaint with the Marketing & sales practices at Tata steel , and to analyze the customer satisfaction level of associated customer concern (such as: Honda , Hero Honda, Atlas steel tube industries, JBM Auto components Ltd., Caparo Maruti limited, Mark Auto etc.). And to develop a case- study for Tata steel with the recommendation. Period of Training (02.05.05 to 02.07.05).

COMPUTER KNOWLEDGE: Excel, Word & Power Point

PERSONAL DETAILS

Father's Name	Sri Anil Kumar Sinha
Marital Status	Married
Hobby	Extensive Travelling Giving product presentation with Technical Justification to Customer. Training To Sales Team to become pro-active to beat the competition. Effectively liaise with Government Departments and Public Sector Units (Maharatna & Mini Ratana Company).
Language Speak	English / Hindi / Bengali / Bhojpuri
Social Networking	Connect with LinkedIn / Facebook
Permanent Address	Sonari,Jamshedpur, (Tata Nagar) – Jharkhand

AMIT KUMAR

Certificate of Completion

On this Fourth Day of May, Two Thousand Eighteen

Presented to:

Amit Kumar

For successfully completing Extron Electronics
School of Emerging Technologies 4K

Jim Clements

Director of Education
and Training



Robert C. Edwards

President



KRAMER
ACADEMY

This is to certify that

AMIT KUMAR

has successfully completed the certification requirements
and is hereby awarded the title of

Kramer Audio Specialist

Course Duration: 2 Hours



AV BEYOND
THE BOX



11/2/2019

Date

Dr. Joseph Kramer
President, Founder and CEO



KRAMER
ACADEMY

This is to certify that

AMIT KUMAR

has successfully completed the certification requirements
and is hereby awarded the title of

AV over IP Sales Associate

Course Duration: 1 Hours



AV BEYOND
THE BOX



10/29/2019

Date

Dr. Joseph Kramer
President, Founder and CEO



KRAMER
ACADEMY

This is to certify that

AMIT KUMAR

has successfully completed the certification requirements
and is hereby awarded the title of

Kramer AV Specialist

Course Duration: 1 Hours

By completing this course the above-named recipient has earned:

1 AVIXA RU's



10/17/2019

Date

Dr. Joseph Kramer
President, Founder and CEO



KRAMER
ACADEMY

This is to certify that

AMIT KUMAR

has successfully completed the certification requirements
and is hereby awarded the title of

Kramer Control Systems Designer

Course Duration: 2 Hours



AV BEYOND
THE BOX



10/29/19

Date

Dr. Joseph Kramer
President, Founder and CEO



Certificate of Completion

This certificate is awarded to

Amit Kumar

For successfully completing

2017 MiVoice MX-ONE Level 1 - Voice Platform Completed

on

2018-04-25

A handwritten signature in black ink, reading "Rich McBee".

Richard McBee
CEO, Mitel





Certificate of Completion

This certificate is awarded to

Amit Kumar

For successfully completing

2017 MiVoice MX-ONE Level 3 - Contact Center Completed

on

2018-04-26

A handwritten signature in black ink, reading "Rich McBee".

Richard McBee
CEO, Mitel





Certificate of Completion

This certificate is awarded to

Amit Kumar

For successfully completing

2017 MiVoice MX-ONE Level 2 - UCC & Mobility Completed

on

2018-04-25

A handwritten signature in black ink, reading "Rich McBee".

Richard McBee
CEO, Mitel

