

RESUME SALES & MARKETING

LOVE KUMAR

Shakti vihar Badarpur

New Delhi:-110044

Mobile: - +91-9718000702

E- Mail:love_kumark@yahoo.in

Career Objective

Looking for a responsible position in automotive sales Management where I can utilize my knowledge and creative ideas. Looking for a job in a reputed company where I can gain success in my Career Also interested for a challenging position in a company as a market leader, where I can utilize my knowledge of sales management, product management, and account management

Experience (Jan 2019 to till date)

Company: Fastfax.com

Designation: Branch Manager

Company Profile:

Fastfox is a home rental technology company which helps rental house seekers find a flat/Apartment property on rent in Gurgaon

You'll work only on customer's whose interest levels are verified by our qualification team. Being a high value asses 100% of your time and energy goes on closing these high intent customers. You focus on sales, the company covers everything else.

Experience (24th Sept. 2017 to Jan 2019)

Company: Reliance Jio .

Designation: Asst. Manager

Job Profile:

End of end responsibility of Urban Jio Point GigaFiber operation and customer life cycle Management

Acquire and connect customer premises as per target

Home connect and care as per SLA

Acquire building permissions as per target

Ensure accurate information about homes and buildings for the respective

Urban Jio Points in Jio system

Experience (21thNov. - 2015 to 24th Sept. 2017)

Company: RI Network Pvt. Ltd.

Designation: Asst. Manager

Job Profile:

▪ **Handle Distributor and Sales Team**

▪ Retail sales of **internet service** We deliver our ultra-high speed services over thousands of kilometers of dedicated dark fiber, running on 10 to 100 Gigabit per second. All our services are delivered to your area via such fiber. It is either FTTN (fiber to the node) or FTTB (fiber to the building). No compromises..

▪ Handle the team and responsible for achieving target and also responsible for service delivered to the customers

▪ Build up the new business and manage the existing customers

Experience (1th July- 2012 to 1stNov. -2015)

Company: Excitel Broadband Pvt Ltd.

Designation: Asst. Manager

Job Profile:

▪ **Handle Distributor and Sales Team**

▪ Retail sales of **internet service** We deliver our ultra-high speed services over thousands of kilometers of dedicated dark fiber, running on 10 to 100 Gigabit per second. All our services are delivered to your area via such fiber. It is either FTTN (fiber to the node) or FTTB (fiber to the building). No compromises..

▪ Handle the team and responsible for achieving target and also responsible for service delivered to the customers

▪ Build up the new business and manage the existing customers

Experience (1th Jan- 2010 to July-2012)

Company: Idea Cellular LTD.

Designation: Corporate Sales Executive

Job Profile:

- carrying out and visit a lot customers to sale the various products like Basic Telecommunica6on System as part of our Basic Data Card Voice Mobile Sim Telephone Service.
- Direct sales of Basic Offering WFT, TOLLFREE, GSM 3G,2G Data Card Voice Mobile Sim Corporate Deal And Retail Sales.

Academic Qualificatio :

- High School from U.P. Board.
- Intermediate from U.P. Board.
- Graduation (Bachelor of Arts) from Bareilly University

Computer Skills:

- Operating Systems : Dos, Windows 98/2000, Windows XP
- Packages : MS-office (Word, Excel, and PowerPoint)

Strengths:

- New Business Development
- Direct Sales & Solution Sales
- Networking & Relationship Building
- Contract Negotiations
- Ability to work in a team and individually in the task assigned.
- Proactive to changing the environment

Achievements:

- Gained experience in product, Sales and account management by working in all motioned companies
- Have experienced handling adverse situation at time crisis.

Goal:

- Enhance the profit of the company by making profitable deals.
- Maintain punctuality

Personal Details:

- Father's Name : Sh. Madan Lal
- Sex : Male
- Date of Birth : 1st May.1987
- Marital Status : Married
- Language known : English, Hindi
- Blood Group : N/A

Positive Aspects: Always ready to learn new skills within given time

Date :

Place : New Delhi

(Love kumar)