



Kumar Rohit

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Summary of Skills:

A natural and versatile leader with a proven record of outstanding achievement. Focused on accelerated results, team building, strategic business plan development and execution. A quick thinker with broad knowledge, strong creativity, relentless drive and a personable nature.

Objective

To secure a position in a challenging, growth oriented and productive environment leading to increasing responsibilities and career growth. Learning is my prime objective by which I able to serve in better way.

Professional Experience

Currently Working With Uzanaka solution pvt ltd (Ev charging manufacture) as a TSM

Job Responsibility

- ✓ Achieve growth and hit sales target by successfully managing the sales team.
- ✓ Continually meeting or exceeding sales targets by persuading customers within an assigned territory to purchase company products and services.
- ✓ Work on primary sales ,secondary sales, and tertiary sales
- ✓ Developing innovative sales strategies to increase sales within an assigned territory.
- ✓ Identifies and approaches key or strategic partners and sets short and long term channel strategies.

Past Worked as Territory sales Manager at Ud Solution pvt.ltd in Patna.

Job Responsibility

- ✓ Devise effective territory sales and marketing strategies
- ✓ Analyze data to find the most efficient sales methods
- ✓ Discover sales opportunities through consumer research.
- ✓ Forward upselling and cross-selling opportunities to the sales team.
- ✓ Promote high-quality sales, supply and customer service processes.
- ✓ Approach potential customers to establish relationships.
- ✓ Assess sales performance according to KPIs
- ✓ Monitor competition within assigned region.

Past worked in VIVO as Team leader in patna.

Job Responsibility

- ✓ Create an inspiring team environment with an open communication culture
- ✓ Set clear goals
- ✓ Delegate tasks and set deadlines
- ✓ Oversee day to day operation.
- ✓ Analyse market trends and accordingly develop sales plans to increase brand awareness.
- ✓ Communicate up-to-date information about new products and enhancements to team.
- ✓ Listen to team members feedback and resolve any issues or conflicts.
- ✓ Monitor team performance
- ✓ Recognize high performance and reward accomplishments
- ✓ The Motivation to the subordinates for achieving the monthly target in respect of weekly target.
- ✓ Monitoring all the Stores Sales n Stock provided in my cluster.
- ✓ Breakdown of My sales target into Team monthly target.

**Past Worked in M.K enterprise(distributer of Oppo ,Sony,and Nikon)
as a sales officer**

Job Responsibility

- ✓ Achieve growth and hit sales target by successfully managing the sales team.
- ✓ Maintain the KPL of distributer
- ✓ Work on primary sales ,secondary sales, and tertiary sales
- ✓ Develop positive working relationship with partners to bulid business
- ✓ Idenitifies and approaches key or strategic partners and sets short and long term channel strategiess.

Educational Qualification:

- Graduated from Bachelor in Commerce from Vinayaka missions university in 2014.
- Higher Secondary School from S.P.Y Inter college gaya from BSEB in 2011.
- Secondary School From NIOS in 2008.

Interest and Hobbies

Net Surfing, Photography.
and Riding bike.

Personal Details

Father's Name : Vijay kumar

Mother Name : Chanchala kumara

Date of Birth :3rd DEC 1991

Sex :MALE

Nationality : INDIAN

Marital Status : Married

Languages Known : ENGLISH, HINDI

Date:

Place:Patna

(Signature)