

CURRICULUM - VITAE



ABINASH KUMAR SINGH
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Post Applied for:- Team Leader (Sales & Marketing)

CAREER OBJECTIVE:-

- ❖ To work in a challenging environment to offer the opportunity to use my skills innovate & learn on continuous basis. I feel my string points are a complete sense of honesty & integrity and believer in persistence and hard work.

WORKING EXPERIENCE:-

Over **08 years** of professional working in Type of Sales & Marketing:-

- ❖ Worked with **M/S TradeXI Media Pvt. Ltd.** Google partner Company (Online B2B Portal) Aundh, pune Since Jan.2017 to Aug.2018 As a performed of Team Leader- Client Acquisition.
- ❖ Worked with **M/S India Mart Intermesh Ltd.** (Online B2B Portal) Swargate, pune Since Aug. 2015 to Jan.2017 As a post of Assistant Manager – Client Acquisition.
- ❖ Worked with **M/S Sadgurukrupa Enterprises** (Distributor & Dealer) Nigdi, Pune since Dec.2013 to Aug.2015 As a post of Manager (Business Development).
- ❖ Worked with **M/S Alfa paints & Allied products** (Paint Manufacturing) Talwade, pune Since July 2011 to Nov. 2013 as a post of Development (Sales & Marketing).

WORKED ACITIVITY:-

- Online Handle All B2B Portal.(India mart, TradeXI ,Trade india, Just Dial)
- Regular Payment and order follow-up from customers.
- Maintain proper customer Relationship / Communication
- Materials planning from suppliers against customers orders.
- Daily review meeting with Sales & marketing team.
- Rejection analysis and Rejection Report (Materials return from Customers)
- Maintain Customer complaints.
- Maintaining proper and total Service with customers and suppliers.
- Key Client Customer visits all Maharashtra.

- Material follow-up.
- Get for the customer schedule.
- Monthly & day to day dispatch planning.
- Man power handling.
- Resolving Customer complaints.
- Physically I am handling all Inspections myself.
- Stock verification.

STRENGTH:-

- Complete responsibilities of Customer Services.
- Proactive and hard working.

EDUCATIONAL QUALIFICATION:-

HSC passed from Bihar Board Bihar with first division in 2005 (63.5%).

SSC Passed from Patna Board Bihar with second division in 2008 (52.4%).

GRADUATION Completed from Magdh University Bihar with second division in 2011 (57.8%)

PGDBA complete from Symbiosis center pune with first division in 2013 (63.29)

PROFESSIONAL QUALIFICATION:-

- Computer Application (Ms-Word, Excel and Internet E-Mail)

PERSONAL PROFILE:-

Date of birth	:	06 th April 1988
Passport Number	:	S5131951
Father's Name	:	Mr. Baban singh
Marital Status	:	Married
Gender	:	Male
Permanent Address	:	Village:- Shiyadih, PO:-Shiyadih, P.S.:-Konch,Distt:-Gaya,(Bihar)
Languages Known	:	Hindi, Marathi & English (Beginner)
Current CTC	:	4.20 pa + Incentive
Expected CTC	:	

Date:-

Place:- **Pune**

(ABINASH KUMAR SINGH)