

Rohit Kumar

New Delhi, Delhi

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- Client Partner in FranklinCovey India and South Asia LLP
- Relationship Manager at Innovative financial Advisors Pvt Ltd with experience in CSR (Corporate Social Responsibility) Fund Raising & CSR-CSO (Civil Society Organization) partnership. Inside Sales.
- 8+ years of experience spanning around Relationship Management, Sales and Marketing
- MBA from Delhi Business School, Delhi specializing in Marketing and Finance

Work Experience

CLIENT PARTNER (Inside Sales)

FranklinCovey India and South Asia LLP

December 2017 to Present

Roles and Responsibilities Establishing point of contacts with CEO, CFO, HR HEAD, learning & Development and all senior Management.

Telling them about our product and sell it to them

Interpreting, communicating the researched & explored projects to the local stakeholders.

Inside sales(Pitching customer regarding product and services).

Helping close new business deals by coordinating with client requirements, developing & negotiating contracts, integrating contracts requirements with business operations.

Operation Supervisor

CLEAN MOTION SWEDEN -ZBEE INDIA PVT LTD

November 2016 to November 2017

To handle the cluster properly. Giving daily report to the concern person.

- Team handling of 30person staff.
- To maintain smooth run of business and decorum.
- Maintain all the expenses and Income.

Roles and Responsibilities

Achievements As new to this company till now work is going good under my supervision.

Relationship Manager (Inside Sales)

Innovative financial Advisors Pvt Ltd

May 2014 to October 2016

Roles and Responsibilities

- Establishing point of contacts, approach NGOs & help in building, sustaining CSR-CSO partnership
- To research & identify the best possible project concepts for the civil society
- Interpreting, communicating the researched & explored projects to the local stakeholders.
- To verify credibility of civil society organizations as per the guidelines of the projects

- Helping close new business deals by coordinating with client requirements, developing & negotiating contracts, integrating contracts requirements with business operations
- Inside sales(Pitching customer regarding product and services)

Achievements

- Appreciated by Senior Project Manager- Project Team and Deputy Manager- Project Team for the quality and dedicated work
- Applauded by client for Project concept note, detailed project report & effective communication

Research Analyst

Exevo India Pvt. Ltd - Delhi, Delhi

February 2013 to January 2014

Roles and Responsibilities

- Identifying and developing client relationship for achieving business growth consistently, profitably and evolving strategies/activities to achieve desired business objectives.
- Reaching out to the unexplored customer groups for business expansion by taking surveys through secondary research.

Achievements

- Appreciated by the Manager.
- Applauded by the whole team for creating a buzz about product promotion through innovative initiatives

Birla Sun Life Insurance Pvt Ltd.

Agency Manager Marketing and Sales 14 Months

Roles and Responsibilities

- Expanding business operations, sales and marketing activities in Delhi
- Driving revenue growth and pro-actively conducting opportunity analysis by keeping abreast of market trends, competitors move to achieve market-share metrics
- Developing relationship with key stakeholders in revenue growth
- Forecasting sales and marketing strategies, and executing them in a given time frame.
- Planning, organizing and coordinating with the sales and marketing activities within the organization to meet the desired target.
- Recruiting Agent, trained them and help them to pass IRDA Exam.

Achievements • Won 75000 rupees tour package. Appreciated by Senior Management.

Summer Internship Project

Tafe Pvt Ltd

Period: 2 Months

Education

MBA in Marketing & Finance

Delhi Business School - New Delhi, Delhi

2010

Standard Chartered Bank

Financial Statement Analysis of Tafe Pvt - Bengaluru, Karnataka

May 2008 to June 2008

BBM in Finance

Bangalore University - Bengaluru, Karnataka

2007

Skills / IT Skills

- Relationship Management, Project Management, CSR-CSO Partnership, Project Impact Assessment, Sustainability reporting
- Sales and Business growth, Client Relationship Management and Effective Communication & Presentation skills