

Ajay Kumar

Manager- Sales, Marketing and Operations - Indian Market

Delhi, Delhi

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To contribute in best possible manner to the organization through knowledge, hard work and dedication
as also to achieve professional success by working in a competitive and challenging environment.

Willing to relocate to: Delhi, CA - NCR, Delhi

Work Experience

Manager- Sales, Marketing and Operations

Ankalan web solutions pvt ltd - Delhi, Delhi

January 2019 to Present

January 2019 to Present)

Company Profile: - It provides Learning and Assessment SAAS based programs to various coaching institutes, universities and corporate organizations. It sets out to disrupt the Learning & assessment industry by creating a user friendly, yet powerful solution that connects everyone in the learning ecosystem and provides anytime, anywhere accessibility

Job Profile:-

- Plays an active role in establishing a new brand in Indian Market.
- Handling a team of inside as well as field sales executives.
- Responsible for leads generation activities by various online and offline mode.
- Responsible for software sales to B2B clients in various coaching institutes, corporate sector and universities.
- Involved in franchise development network as well.
- To achieve the sales/revenue team target.
- To create/maintain excellent relationship with new and existing clients.
- Ensure timely collection of all revenue from clients.
- Responsible for after sales services as well.
- Comply with sales process and mechanism of the company to ensure business professionalism & integrity.

Previous Organization:- Ozone Fitness and Salon

Designation: - Business Development Manager (September 2017 to December 2018)

Company Profile -: The country's first largest chain of premier Fitness and Salon, incorporated on 1st November 2002, registered office located at Connaught place, amidst the hub of business centers. Ozone is the first chain of health clubs to be awarded, ISO 9001-2000 and ISO-14001 certificates.
Ozone

has received the INDIRA GANDHI PRIYADARSHINI AWARD for the best chain of eco-friendly health clubs in INDIA.

Job Profile:-

- Ensure and keep working to build a Franchise network.
- Involved in direct as well as corporate sales as well.
- Support the existing Franchisee with Sales and operations for the Gym and Salon.
- Keep working for the large prospect to sale the product at all times. Identify customer profiles, Interest, Involvement and Investment for the Franchise.
- Solve the requirement, queries of the Franchise.
- Involved in marketing activities as well.
- Making sub-franchise network as well for particular areas to support existing and new franchise.

Sales manager

Zamil air conditioners india pvt ltd
May 2012 to August 2017

Job Profile:-

- Plays an active role in establishing a new air-conditioning brand in Indian Market
- Institutional Sales in various segments of markets like builders, retail chains, education institutions, banks etc.
- Brand awareness in dealer community through personalized communication
- Brand positioning in the market
- Selection of channel partners & placement of product to suit the brand's requirement
- Keeping close watch on customer segment and competitors
- Insuring product display and visibility
- Promoting secondary sale & maintaining MOP
- Scheme management
- Regular communication with channel partners to take feedback of products

Previous Organization: Mannat Boutique Hotels Pvt. Ltd.

Company Profile: -

Mannat Boutique Hotels Pvt. Ltd. is a leading chain of hotels in gurgoan cit providing luxury suits, rooms, party and conferences halls for various corporate of gurgoan city.

Education

M.B.A in Marketing and Finance

Hindu College Sonipat - Sonipat, Haryana

Skills / IT Skills

- Corporate sales, channel sales, direct sales, franchise sales