

Resume

PRAVESH KUMAR

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***Seeking assignments in Sales Management /Business Development /Administration with
a high growth oriented organization***

PROFESSIONAL SYNOPSIS

Worked as a Direct Sales Associate with experience of over 10 years in Finance and Marketing sector. Last associated with **Teamlease Services Ltd. Take Over by T&M Services Consulting Pvt. Ltd. Working For Bajaj Finance Ltd.** Fair understanding in increasing sales revenues, developing profitable and productive business relationships, coordinating with internal/external teams, implementing procedures and service standards for business excellence. Being proactive and focused as a professional. Possess excellent organizational, relationship management and analytical skills

Objective

Seeking senior level assignments in Sales, Marketing & Finance with a growth oriented organization that will add value to my experience and Enable me to contribute significantly to the growth of my organization.

Strengths

Honest & responsible towards the job assigned, hardworking & creative. Ability to grasp and understand things faster. To interpret the vehicle to consultants as per their understanding level. Liking competitive market that makes me stronger and aggressive also believes in team work.

Key Skills

- Multitasking capability.
- Excellent in coordination with team members to give a better output and understanding.
- Open to learn new things.
- Strong communication skills with customers and team and keep a healthy relationship with them.

EDUCATION

- Graduate (B.Com Pass) MANAV BHARTI UNIVERSITY(2013).

AREAS OF EXPERTISE

Marketing & Finance

- ☐ Implementing competent business strategies, organizing promotional events to market a wide range of products and achieve pre-set sales and profit targets.
- ☐ Analyzing market trends and tracking competitors' activities and providing valuable inputs and fine tuning of sales & marketing strategies and train the team accordingly.
- ☐ To train the new joiners about the Basic Automotive Technology and new updations in the products and competition.

Relationship Management

- ☐ Building healthy relationships with institutional and corporate clients ensuring maximum customer satisfaction.
- ☐ Developing business in the assigned territories by identifying the target customers, understanding their requirements and developing solutions.
- ☐ Negotiating with clients & generating targeted revenue; making presentations, coordinating product demos, conducting requirement study & analysis and preparing proposals.

CAREER HIGHLIGHTS

Company	:	DEEPAK AUTOMOBILES
Profile	:	Sales
Tenure/Duration	:	Dec 2021 – Still Working
Designation	:	Sales Manager

Responsibilities

- Sales Team Supervision.
- Sales Training.
- Planning and overseeing new marketing initiatives.
- Researching organizations and individuals to find new opportunities.
- Increasing the value of current customers while attracting new ones.
- Finding and developing new markets and improving sales.
- Attending conferences, meetings, and industry events.
- Developing quotes and proposals for clients.
- Developing goals for the development team and business growth and ensuring they are met.
- Training personnel and helping team members develop their skills.

Company	:	Q square Infra Management Pvt. Ltd
Profile	:	Business Development
Tenure/Duration	:	Sep. 2021 – Nov. 2021
Designation	:	Business Development Manager

Responsibilities

- Contacting potential clients to establish rapport and arrange meetings.
- Planning and overseeing new marketing initiatives.
- Researching organizations and individuals to find new opportunities.
- Increasing the value of current customers while attracting new ones.
- Finding and developing new markets and improving sales.
- Attending conferences, meetings, and industry events.
- Developing quotes and proposals for clients.
- Developing goals for the development team and business growth and ensuring they are met.
- Training personnel and helping team members develop their skills.

Company	:	Team Lease Services Ltd for Bajaj Finance
Profile	:	Credit & Sales
Tenure/Duration	:	Aug 2012 – Feb 2021
Designation	:	Direct Marketing Associate

Responsibilities

- To ensure all credit sales targets achieved as per the plan.
- To Set a New Benchmark of Credit penetration and market share by ensuring that team members follow the standard procedures.
- To track the competition performance and strategies to increase market share in the territory.
- To ensure that the technological aids are utilized by credit sales team hence improving the penetration and market share of Bajaj Finance Limited (BFL)
- To ensure generation of relevant reports, analysis and hence giving feedback to the team for improving performance.
- ☐ To make the dealer understand that the BFL is the best financing option for the business and their customer satisfaction and retention.

Company Profile : **Galaxy Toyota Pvt. Ltd.**
Tenure/Duration : Sept 2011 - June 2012
Designation : **Service Advisor**

Responsibilities

- Responsible for achieving monthly Targets through the team.
- Maintaining all records of the daily service report, Daily inquiry tracking, etc.
- Handling customer's problem and solving it at customer satisfaction.
- Making policies with the management regarding service promotion and customer satisfaction.

I.T SKILLS

☐ Windows, Word, Excel, Internet, and Multimedia & Computer Hardware. Fax, Mails, etc.

"References Available Upon Request"

(Pravesh Kumar)

