

## CURRICULUM VITAE

SUNNY KUMAR GUPTA

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### PROFESSIONAL OBJECTIVE

To work in an organization where I can acquire new knowledge and sharpen my skills and put my efforts for achieving organization as well as individual goal.

### PERSONAL PROFILE

I am an energetic, ambitious person who has developed a mature and responsible approach to any task that I undertake, or situation that I am presented with. As a graduate with two years' in Management, I am excellent in working with others to achieve a certain objective on time and with excellence.

### ACADEMICS

Examination	Area	Board/University	Year of Passing	Degree marks %
MBA (I.B)	Marketing	Pondicherry Central University	2017	68
B.C.A	Computer	Magadh University	2013	74
12 <sup>th</sup>	Science	B.S.E.B	2009	68
10 <sup>th</sup>	All	B.S.E.B	2007	64.6

### WORKING

Company : **Konark Herbals and Healthcare.**  
(We are a leading manufacturer of herbal extracts in Dry, Liquid & Oil soluble form, Curcumin 95%, Oleoresins, Identical flavors, Fragrances, Cosmetic Complexes etc.)

Designation : Area Sales Manager cum Executive Assistant

Duration : 17 June 2017 to Till Date

Area : Delhi/NCR

## EXPERIENCE

Company : **Kores India Ltd.**  
(Kores is a leading International brand of Office automation products, Business automation, Stationary, LED lighting, textile etc.)

Designation : Senior Sales Executive.

Duration : 1 Year 4 Months. (5.08.13 to 6.11.14)

Responsibilities

- Meeting with new clients.
- Understand the company profile and their needs.
- Generating sales lead.
- After sales services (with the help of team member)
- Managing Customers relationship.

## PROJECTS

# Title: “Project Vistar” (Market Development)

The project was undertaken to establish new Idea cellular outlets in uncovered area in Patna, Bihar. During this project I learnt many things from the Project Guide and learnt the way of working. I visited 101 shops and successfully converted 54 shops into Idea telecom outlets.

Company: Idea Cellular Limited  
Duration: 2 Months.

# Title: “Ho-Re-Ca”

In this project we tried to fulfill the need of Amul’s Product in Hotel, Restaurant & Caterer/ Canteen. In this project I went to the market and survey about Amul’s product Quality, Price, Distribution and also tried to find the competitor’s status in Ho-Re-Ca segment.

Company: Amul  
Duration: 2 Months.

## CORE COMPETENCIES

- Acumen for taking responsibility.
- Quick learner and good Team player.
- Ability to produce best result in pressure situation.
- Good communication & Problem Solving skills.
- Good to build in relationship with Client/Customers.
- Adaptable to various situations & circumstance.
- Language known – Hindi & English.

## TRAINING PROGRAMME

I have done One Month training of Retail Business in Big Bazaar (Future Group). Where I got the knowledge about product and brand in different department like: Toys, Kids, Ladies wear, Men's wear, Electronic & Food. While doing this training I learnt Display methods, Customer focus, Employee management, Stock take process, Day to Day target, Sales report, Customer interaction and much more.

## COMPUTER PROFICIENCY

Applications: Command of Microsoft Windows  
M.S. Office, Photoshop

## PERSONAL DETAILS

Date of Birth: 06 - Sep - 1992  
Corresponding Address: Pachim darwaza, Near IDBI bank, Patna, Bihar.  
Father's Name: Kamal Kumar  
Marital Status: Unmarried  
Sex: Male  
Hobbies: Listening Music, Photography, Computing  
Interacting with New people.

## DECLARATION

I hereby declare that all the information mentioned above is true to the best of my knowledge. I will make it my earnest endeavor to discharge competently and carefully the duties you may be pleased to entrust with me.

Date:

Place:

Sunny Kumar