

Ankush Kumar

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Objective

Maximize my team leading experience in a challenging environment, guiding by example and utilizing vast experience in directing a team towards its objective within the deadlines and thus achieving the corporate goals. Along with that, I would like to join a company that offers me a stable and positive atmosphere and inspires me to enhance and therefore to innovate the work culture for the betterment of all parties concerned

Key Strengths

- Can-do attitude in solving complex issues under pressure
 - Quick decision making abilities and prioritization skills
 - Experience developing sales and marketing collateral
 - High level computer skills including Excel, Word and PowerPoint
 - An unwavering commitment to customer service, with the ability to build productive relationships, resolve complex issues and win customer loyalty.
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Achievements

- Reached upto pre-national level in badminton in school
- Stood first in 'Tourism Quiz' at college level.
- Participated in various competitions during college fest (Self-made Cocktail competition, group dance etc).
- Supervised F1 Race, Noida (Delhi) for 10 days.
- Volunteered in many cultural events at school and college level.

Hobbies and Interests

➤ Badminton

: Adventure sports (river rafting, bungee jumping, go-karting)

Education

➤ 2011-2014 Bachelor of Science (Hotel Management)
Hotel and Catering Management Institute

➤ 2011 Senior Secondary Certification,
Kendriya Vidyalaya, AFS, New Delhi.

- 2009 Higher Secondary Certification,
Kendriya Vidyalaya, AFS, New Delh

Work Experience

- India take one Production (New Delhi ,India)
1st Apr 2012 TO 28th may 2014
Personal Asistant

- The Pint Room (New Delhi,India)
17th May2014 to - till date
(Team Leader Sales)

Work Profile & Responsibilities (The Pint Room)

- Active Participation in on boarding and Expansion of Business.
- Maximize revenue opportunities for Office sales, meeting room, conference room, and expansion for clients and stall activities.
- Follow up with the new clients and closing the deals.
- Handling customer queries for better customer satisfaction. Identifying prospective clients, generating business from the existing

clientele.

- Responsible to build key customer relationships, identify business opportunities, negotiate and close business deals.
 - Plan and execute the same along with the Relationship Managers.
 - Preparing monthly MIS in respect to sales.
 - Doing the survey on competitors to keep self-updated.
 - Ensure customers are invoiced accurately and payments are collected on time.
 - Interface with social media, brand marketing, partnership marketing and product marketing.
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- Weekly, Monthly and Quarterly reviews with the Business Head and CEO.

Personal Profile

- Father's Name - (LATE) Mr. Hira lal
- Mother's Name - Ms. Savitri Devi
- Date of birth - 8th November, 1991
- Height - 5ft 9 inches
- Vision - 6/6
- Gender - Male
- Marital Status - Unmarried
- Nationality – Indian

Declaration

I do here by declare that all the statement made in the application is true, complete and correct best of my knowledge and belief.

Date: 17/10/2017

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Place: New Dehi

(Ankush Kumar)