

### **Devendra Kumar**

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### **CAREER INTERESTS**

An enthusiastic, innovative and self-disciplined individual, seeking an opportunity to play a challenging & creative role in the field of Sales & Marketing with a commitment to company's excellence.

### **PROFESSIONAL SNAPSHOT**

- A result oriented professional with more than 8 years of exposure in Sales & Marketing **(Construction Chemical)**—Systematic approach to enhance efficiency in Building Material industry, Generate and develop new business through existing business and new projects, Maintaining good relationship with customers to maximize the business opportunity.
- Worked with Bostik India Pvt Ltd as Assistant Manager Sales.
- A keen communicator with a successful track record in handling communications among management and Customers.

### **WORK EXPERIENCE - CURRENT EMPLOYER**

1. Company Name : STP Limited
2. Product : APP Membrane, Liquid Membrane, Waterproofing Products  
Epoxy Flooring Products & Repairs
3. Designation : Assistant Sales Manager
4. Duration : July 2017 onwards
5. Location : Noida, Greater Noida, Ghaziabad, East Delhi

### **Total Work Experience**

**More Than 9 Years**

### **Current Employer**

**STP Limited**

### **Tenure**

**July 2017-Till Date**

### **WORK EXPERIENCE – PREVIOUS COMPANY**

1. Company Name : Bostik India private Limited
2. Product : PU Sealants, Epoxy Flooring ,Waterproofing Chemicals
3. Designation : Asst Manager - Sales
4. Duration : Sep 2014 to June 2017
5. Location : Delhi & NCR

### **Job Responsibilities at Bostik India Private Limited**

- Identify Customers/Distributors/Dealers and understanding Competition
- Responsible for maintain profitability by selling at price list or higher than it.
- Market feedback about Company's products and competitors activities
- Create Brand awareness in the market and enhance Customer orientation within the organization by building customer relationship.
- Processing of the inquiries/requests and preparation of quotes/offers and follow up of offers and systematic recording of results.
- Liaison point for commercial interests/requirement of customer and master data management of customer products/data.
- Strictly monitor the payment collection as per terms offered and collection of C forms on time.
- Understanding customer's requirement correctly and recommending and updating knowledge and skills on regular basis.

### **WORK EXPERIENCE –PREVIOUS COMPANY**

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1. Company Name : Fosroc Chemicals India (P) Ltd
2. Product : Admixtures, Waterproofing Chemicals, Repair Products
3. Designation : Retail Executive
4. Duration : Feb 2013 – Aug 2014
5. Location : Delhi/NCR and Dehradun

### **Job Responsibilities at Fosroc Chemicals India (P) Ltd**

- To generate & develop new business opportunities in the market through existing and find out more new projects.
- To meet with Builders, Contractors, Consultant and Architects for revenue generation.
- Drive the implementation of Fosroc Chemical's Programs and promotional activities like BTL activities, Contractors & Dealers meet, on site Product Demo Application etc.
- Understanding customer's requirement correctly and recommending and updating knowledge and skills on regular basis.
- To coordinate with internal & external customers for execution of orders and preparing MIS report.

### **Computer Proficiency**

#### **Basics of Computer Knowledge**

Platforms : All

Windows

98,2000,XP,Windows 8

### **Language Proficiency**

**Hindi (Expert)**

**English (Expert)**

### **Hobbies**

**Listening to Music**

**Net Surfing**

### **WORK EXPERIENCE – PREVIOUS COMPANY**

1. Company Name : Saint-Gobain Weber India Ltd.
2. Product : Wide Range of Tiles & Marble Adhesive and Gap filler(Grouts)
3. Designation : Sr. Sales Officer
4. Duration : April 2010 - Jan 2013
5. Location : Gurugram, Haryana

### **Job Responsibilities at Saint-Gobain Weber India Ltd**

- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Drive the implementation of Saint-Gobain Weber Programs and promotional activities like BTL activities, Contractors & dealers meet, On site Product Demo Application etc.
- Sells products by establishing contact and developing relationships with prospects; recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements to maximize business opportunity.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares reports by collecting, analyzing, and summarizing information.
- Contributes to team effort by accomplishing related results as needed.

### **WORK EXPERIENCE**

1. Company Name : VRTS Industrial Solutions Pvt Ltd
2. Product : Silicone Sealants, PU Sealants & PU Foams
3. Designation : Sales Executive
4. Duration : April 2009 to March 2010

### **Job Responsibilities at VRTS Industrial Solutions Pvt Ltd**

- Focus on developing sales and promotion of company's products to key dealers.
- To generate & develop new business opportunities in the market through existing and new dealers.
- Meeting with key customer, providing technical training & motivation to dealer team.
- Handling the distributor's stock and maintaining sales in assigned territory.

### **Personal Details**

**Date of Birth : 29<sup>th</sup>  
March,1983**

**Nationality : Indian**

**Gender : Male**

**Marital Status : Married**

### **Personal Strengths**

**Articulate  
communication**

**Positive Attitude**

**Ability to take initiatives  
and motivate people**

**Very organized**

**Self Confidence**

### **Educational Qualification**

MBA (Marketing) - Institute of Productivity & Management, Kanpur (U P) in year 2009

Graduation with Bsc – P K Roy Memorial College,Dhanbad (Jharkhand) in year 2006

10 +2 th with Science- D A V Public School,Dhanbad (Jharkhand) in year 2001

10th with Science- D A V Public School,Dhanbad (Jharkhand) in year 1998

### **Project Details**

Steered effort to achieve some significant milestone like MES,NHAI,NBCC,ATS Homes etc.

### **Key Account**

- Amaatra Homes,Gulshan Homes,ATS Buildline
- Afcons Infrastructure Ltd, Sadbhav Engineering
- SAM India Pvt Ltd,Dharam Raj Contracts
- NHAI,NBCC ,Military Engineering Services

### **B2 B Customers in Bostik IndiaPvt Ltd**

- Ecopack India
- Primatel India
- Dabur India
- Metaltech Design Pvt Ltd
- Spray Technics

### **Strengths**

Ability to learn things faster, Ability to talk to all level people, Self-motivated, flexible at work, Task and result oriented.

### **Declaration**

I hereby declare that the above mentioned particulars are true to the best of my knowledge.

Place: New Delhi

**\*Further information can be provided as when so required.**