

# **CURRICULUM VITAE**



## **ANUJ KUMAR**

156, Chandan hoola,  
Chattarpur, new delhi-110074  
Ph- 09015893562, 09310795894  
E Mail- anujkumar469@gmail.com

## **Summary:**

To add value to a customer focused organization, while enhancing my knowledge and experience, in a dynamic multi-national environment.

## **Objective:**

Looking forward to a challenging position, where my professional integrity, skills and enthusiasm will be effectively utilized to the best of my ability.

## **Personal Profile:**

A highly motivated and enterprising individual, who possesses a quick grasping, coupled with an equally strong analytical ability and a natural flair for customer oriented services.

## **Organizational Experience :**

### **Larsen & Toubro(L&T)-Electrical Division(October 2017-Present onward)**

#### **Designation- Sales Manager**

#### **Role and Responsibilities:-**

- Dealing with Modular Switches and Automation.
- Dealing with Govt Project (DDA, CPWD, Kidzania).
- Have a database of More than 1200 Architect, Builder and interior designer of North India.
- Visiting regularly Dealer and distributor (North India) for pushing them for continues Sales.
- Managing Bidding for Govt Project
- Maintaining relations with Top Architects, Builders, Dealers, Contactors and Interior designers of North India.
- To prepare the presentation for Architect, Interior designers as well as client.
- Arrange visits to job sites and the client's place of business.
- Skilled to work on SAP.
- Follow-up with clients to ensure they are satisfied.

### **Hardware Renaissance (MNC) - A Division of CAMLIN Fine Science Ltd. (July 2015-October 2017)**

#### **Designation- Sales Manager**

**Role and Responsibilities:-**

- Detail Knowledge of Door Hardware, Door Locks and Door accessories.
- Maintaining relations with Top Architects, Builders, Dealers, Contractors and Interior designers of North India.
- Dealing with Govt Project(DDA,CPWD).
- Have a database of More than 1200 Architect and interior designer.
- Meeting Big Construction group (L&T,Shapoorji,DLF)
  
- Visiting regularly Dealer and distributor for pushing them for continues Sales.
- To prepare and drive the Business Plan.
- To prepare the presentation for Architect, Interior designers as well as client.
- Facilitating meeting between clients and architects.
- Identifying new Architects, Builders, Dealers and Interior Designers for company.
- Arrange visits to job sites and the client's place of business.
- Skilled to work on SAP.
- Preparing monthly and quarterly sales target.
- Follow-up with clients to ensure they are satisfied.

**Convow Inc. (September 2012-July 2015) (Cement and Concrete Product)  
Designation- Asst. Sales Manager****Role and Responsibilities:-**

- Detail Knowledge of Cement, Concrete flooring, and Wall application.
- Maintaining relations with Top Architects, Builders, Dealers, Contractors and Interior designers.
- To prepare and drive the Business Plan.
- Managing Bidding for Govt Project.
- To prepare the presentation for Architect, Interior designers as well as client.
- Facilitating meeting between clients and architects.
- Identifying new Architects, Builders, Dealers and Interior Designers for company.
- Skilled to work on SAP.
- Preparing monthly and quarterly sales target.

**Bath line India Pvt Ltd. (October 2008 to August 2010) as a Sales executive**

- Detail knowledge of sanitary ware.
- Maintaining relations with Top Architects, Builders, Dealers, Contractors and Interior designers.
- Preparing monthly and quarterly sales target.

**Internship Training:**

**Completed Internship for 2 months in Idea Cellular Ltd.**

(Project Topic-Importance of distributorship)

**Scholastics:**

- MBA from IIPM, New Delhi in 2012
- Passed Graduation from B.R.A.B.U Bihar in 2008
- Passed Higher Secondary from B.I.E.C, Patna in 2005
- Passed Matriculation from B.S.E.B, Patna in 2003

**Extra Qualification:**

Skilled in Computer (Ms Word, Office, Excel, Power Point etc.)  
Skilled in SAP entries.

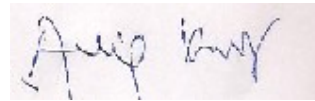
**Extra Curricular Activities:**

I got a Certificate in Cultural Examination during 8<sup>th</sup> class.  
I got a certificate of Cizero quiz organized by IIPM.

**Personal Vitae**

Father's Name	:	Mr. Janardan Singh
Date of Birth	:	22nd March 1987
Nationality	:	Indian
Languages	:	English & Hindi
Marital Status	:	Unmarried
Interests	:	Travelling & experiencing new cultures
Hobbies	:	Playing Cricket, Listening Music & Bike Riding
Permanent Address	:	F-119, Sec-20 Noida (UP) Pin-20130

Place :



Date :