## DHARMENDRA KUMAR

E-5, 2nd Floor Sector 22, Noida

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*CV SUMMARY:-*

*Years of Experience* – Competent One years of experience in Marketing and Sales.

*Previous Employer* – Chempharm Industries India Pvt Ltd. as a Marketing Executive

*Current Employer* – Reliance Communication Ltd. as an Account Manager- SME.

***CAREER OBJECTIVE:-***

TO obtain responsible position in an organization where my valued abilities can be analyzed and perfectly utilized for the benefit of the organization.

***EDUCATIONAL QUALIFICATIONS:-***

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| --- | --- | --- | --- | --- |
| **S. No.** | **Qualification** | **Name of School/College** | **University/Board** | **Year of**  **Passing** |
| 1. | MBA  (Marketing & HR) | Vivekananda College Of  Technology & Management,  Aligarh | Uttar Pradesh  Technical University,  Lucknow | 2014 |
| 2. | B.Sc (IT) | Institute Of Information Management & Technology,  Aligarh | Dr. B.R.A. University,  Agra | 2012 |
| 3. | XII | N.L. Government Collage,  Aligarh | U.P. Board | 2009 |
| 4. | X | N.L. Government Collage,  Aligarh | U.P. Board | 2007 |

***COMPUTER SKILLS:-***

* Well versed with MS Word/Office/Excel/PowerPoint
* Operating system: Window XP/7/8
* Proficient in mailing, internet surfing & internet applications.

***WORK DESCRIPTION:-***

* Account Manager-SME – At *Reliance Communication Ltd*, New Delhi, since Dec, 2014.

*Job Responsibilities:-*

* Generating leads through continuous visit & building good relationship with corporate clients.
* Corporate clients handling.
* Making PPTs of telecommunication plans for client’s satisfaction.
* Team handling.
* Achieving the defined sales target
* Identifying business opportunities and maximizing sales volumes
* Marketing Executive *–* Marketing at *Chempharm Industries India Pvt Ltd*, Noida from Feb, 2014 to Nov, 2014.

*Job Responsibilities:-*

* Generating leads through continuous visit & building good relationship with corporate clients.
* Analyzing competitor activities and reporting to concern officer.
* Identify new potential customers for the business developer.
* Identifying and analyzing the client’s requirements.
* Meeting with the client’s organization and present product demonstration.
* Maintaining and retaining healthy business relation with corporate clients to generate more business from existing clients.
* Cracking new business through cold calls.
* Collection of payments.
* Making PPTs of plant machines & products for customer satisfaction.
* Corporate clients handling.
* Understand the process of business development.
* Working in team for sales field job.
* Achieving the defined sales target for continuous organization growth.
* Generating orders and lead for the business development.

**Company profile:-**

* Chempharm India is leading turnkey solution provider to the Pharmaceuticals, Healthcare, oil & Gas, Food & Beverage, Electronics & Telecom, Cold Chain, Textile etc, industries Where in company offer clean room & HVAC solution, clean room products, MEP services, civil & structural and allied jobs.
* Company also manufactures components of fabricated stainless steel architectural such as railings, claddings canopies, street furniture, straight/rolled form profiles and equipments such as modular toilet, retention tank for bio digesters, battery boxes, air reservoirs, fuel and FW tanks, and ship building industries, automotive and for the OEMs of rolling stock.
* With capabilities and expertise gained through over 27 years of experience, Chempharm ensures impeccable products, quality workmanship and delivery.

***SKILLS SET:-***

* Team Player
* Good Learner
* Friendly Attitude
* Hard work
* Good Motivator

***HOBBIES:-***

* Taking part in cultural activities like “MIME”, “SKIT”
* Watching news
* Surfing Internet
* Travelling

***PERSONAL PROFILE:-***

Father’s Name : Sh.Chandra Pal Singh

Date of Birth : 11Aug, 1992

Marital Status : Unmarried

Nationality : Indian

Language Known : Hindi & English

Home Town : Aligarh

***DECLARATION:-***

I truly certified that the above mentioned educational and experience details are true and correct to the best of my knowledge and ability.

***DATE …………***

***PLACE Delhi*** *(*DHARMENDRA KUMAR*)*