

CURRICULUM-VITAE

RAJESH KUMAR

S/O - RAMESH PRASAD SINGH

Vill :- MARCHI

PO : - KASER, PS: - BHAGWANPUR

DIST :-KAIMUR BIHAR 821102

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Carrier Objective :-

Looking for an organization oriented to though, socially noble, just Marketing and challenging objective where my laborious field experience and communication skill could utilize.

Educational Qualification:

- Matriculation from Bihar School Examination Board Patna in 2010.
- Intermediate from Bihar Intermediate Education Council Patna 2012.
- B.Tech CS Dr. MGR University and Research Center Chennai 2016. (Distance)

Computer Skill:

- Knowledge of Computer Application.

Working Experience

- **Worked with Jackson Engineers & Fabricators as a sales officer from Feb 27, 2014 to June 2017 H.Q Surat.**
- **Worked with Adrika Enterprises Sales Officer from September 2017 to Till Date H.Q Buxar.**

Critical Task:

Sales:

- Planning & forecasting of dispatches an ensuring appropriate stock at the distributor points.
- Distribute sales target to sales man.
- Achieve, monthly secondary sales target for the area and for the specified product range.
- Increase market share.

Distributions:

- To ensure proper planning and implementation of area coverage plan and permanent journey plan of regular intervals based on numbers of outlets required coverage.
- Ensure effective coverage at high image outlet.
- To constantly monitor distribution target through evaluation of stock and sales of distributor.

Distributor Management:

- To identify potential distributor with the objective of maximizing coverage and indirect distribution of products.

Market Information:

- To keep track of competitor activity and market trends.

Sales Promotion:

- Implementation of marketing and promotional programs of the area monitors effective and efficient implementation of the same.
- To conceptualize and initiative various promotional activities to increase market reach and boost product sales.
- To determine the target group of product so as to effectively direct the promotional effort towards them.
- To ensure effective initialization, utilization & maintenance of all display units of POS for effective display.

Reporting and Administration:

- Ensure timely and accurate reporting scheduled to seniors.
- Maintain and update data of the area on a regular basis.
- Make action plan according to To-Do list.

People Management:

- To Plan the distributor manpower required basis growth
- Train and develop sales man and communicate company policies and other relevant information.

- To provide on-Field training to the sales force so as to develop capability of the team.

Personal Skill:

- Patience/cool temperament/capacity to adept to situation team player.

Personal Details:

Name	:	Rajesh Kumar
D.O.B	:	27/01/1996
Marital status	:	Married
Sex	:	Male
Nationality	:	Indian
Language	:	Hindi, English

DECLARATION:

I hereby declare that if I (Avinash Choudhary) got an opportunity. I assure you that I will do my job perfectly, Sincerely, Honestly to fulfill the company requirements.

I also declare that information given above are true and correct to the best of my knowledge.

Date-

Place-

Signature