**PRIYA RANJAN KUMAR**

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# OBJECTIVE

Aspires to pursue middle level challenging assignments in Sales & Marketing and Business development with frontline organizations.

# BRIEF OVERVIEW

SALES & MARKETING PROFESSIONAL

**More than 8 Years** experience

**PGDM** **(Marketing and Banking & Insurance)** and highly competitive, self starter, disciplined and goal oriented professional. Expertise in managing operations with key focus on marketing of products and services. Demonstrated leadership qualities and organizational skills and track record of consistently achieving sales targets at branches, building dynamic sales team during the career span. Possess motivational management style with a record of building an efficient sales team, distribution network.

# CAREER FEATURES

**STEELBUILD INFRA PROJECTS PVT. LTD.**

Making Sales field & Business Development in Kanpur, U. P.

Job Profile : - Sales Executive.

Work Duration : - Currently working.

Work Profile : - I am in corporate sales. My work is to Meet with Concern person, Project

Manager or Directors in different companies in Kanpur, U. P. for

representing our company, products and services to know the requirements

of the clients. According to the requirements my work is to construct a

drawing of PreFab building from our Architect and to take order to construct

Pre Fab Building for achieving my target. Resolve payment issue is also my

job.

**EXPERIENCIAL EXPOSURE**

## i) OUTLOOK NEWS MAGAZINE

Job Profile : - Sales officer- Corporate Sale

Work Duration : - Since April 2007 to August 2007.

Work Profile : - Meeting with people, manager of companies, Hotels, Hospitals,

and Shopping Malls for representing our company and products and

services to achieve my target.

1. **JADE CONSUMER PRODUCTS INDIA Pvt. Ltd.** (A Subsidiary of Technical Concept of UK.)

Handled Sales & Business Development of Delhi/NCR regions.

Job Profile : - Sr. Sales Executive

Work Duration : - Since Sep 2007 to Dec 2012.

Work Profile : - I was in Institutional sales. Enhanced sales by meeting with Admin Manager,

purchase head and HR manager of various companies, Hotels, Hospitals,

and Shopping Malls for representing our company and their product and

services, and I was handling distributors and their sales boys also. I got my

first promotion in one and half year as Sr. Sales Executive.

VI) The Telegraph *(A unit of ABP Pvt. Ltd.)*

Made Sales field & Business Development in Bokaro district of Jharkhand.

Job Profile : - Facilitator

Work Duration : - Since Jan 2017 to May 2020.

Work Profile : - Meeting with people, School’s administration, Hotels,

Hospitals, and Shops for representing our company and products

and services to achieve my target. Payment collection is also my

work.

**IT SKILLS**

Conversant with Ms Office (Word, Excel, Power Point) & Internet Applications.

## CORE COMPETENCIES

Field of interest: - Marketing, Sales and Business development.

Professional Courses: - Two years full time Post Graduate Diploma in Management 2005-2007 from Institute of Management Education (IME), Sahibabad, Ghaziabad.

### Specializations

Major: - Marketing

Minor: - Banking & Insurance.

## ACADEMIC QUALIFICATION

* Bachelor of Science (PCM) from V. B. University.
* Intermediate in Science (PCM) from B. I. E. C., Patna.
* High school from B. S. E. B., Patna.

**REFERENCES**

Will be available as and when required.

I try my best to do better than anyone.

## PERSONAL DETAIL

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| --- | --- | --- | --- |
| Father’s name | : - | Late. Mithilesh Sharma |  |
| Date of birth | : - | 22 March 1978 |  |
| Sex- | : - | Male |  |
| Languages(r/w) | : - | English and Hindi |  |
| Marital status | : - | Married |  |
| Nationality | : - | Indian |  |
| Contact Address | : **-** | House No.- 465, B Block  Panki, Kanpur  Dist.- Kanpur Nagar  U. P., PIN- 208020 |  |
| **Place : -** |  |  | **PRIYA RANJAN KUMAR** |