RAVI KUMAR

Manager-Corporate Sales

CONTACT

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Sampoornam Greater
Noida West, UP-201308

SKILL

MS Office, Training and Development, Territory Management, Team Management, Relationship Building, New Account Development, Presentation & Proposals

ABOUT ME

Expert sales manager adept at building a customer base to increase revenue and consistently exceed sales targets. Excellent communication skills with the ability to build strong relationships and customer satisfaction. A thorough understanding of current market trends and competitors.

WORK EXPERIENCE

Zebronics India Pvt. Ltd.

Manager Corporate sales (North), June 2019 to Present.

Product Lineup: IT Peripherals(Mobile Accessories, BT speakers, Multimedia Speakers and extra.)

Recruited to grow North regions sales and manage 8 members team within 6 state territories.

Responsibilities:

- **Build and maintain client relationship.**
- **Meet and exceed sales target.**
- **Proactively pursue new business and sales opportunities.**
- **Developing innovative solutions as per clients requirements.**
- **Territory expansion.**

INTEREST

Travelling
Cricket
Music

PERSONAL DETAILS

Date Of Birth

5th July 1989

Father's Name

Sh. Rohitash Kumar

Gender

Male

Marital Status

Married

Language Known

Hindi
English

Impact & Results:

- **Increased territory sales from 9 Cr. To 16 Cr. Within the tenure.**
- **Increase the no. of business partners and end clients within the territory. Associated with 100+ partners and 900+ end clients (like ACC, Mankind, JK Tyre, Good Year, Pernod Ricard, Bacardi, Valvoline, Heidelberg, Berger paints and many more.)**
- **Committed to customer service, while maintain premium service level with existing clients.**

Kangaro Industries Ltd.

ASM-B2B, February 2017 to June 2019.

Product Lineup: **Office Automation Tools.**

Recruited to manage key accounts, new business development, territory expansion and finding new opportunities for Kangaro and Munix.

William Penn

Assistant Manager-B2B, March 2014 to January 2017.

Product Lineup: **Premium writing instruments..**

Responsible for assigned sales target, new client acquisition, maintaining the relationship with target customers, ensure high rate of return, cold call and payment follow ups.

Achievements:

- **Awarded for achieving 100% sales target for consecutive two years.**
- **Promoted as Territory Manager within a year of joining Zebronics India.**

FOLLOW ME

Linkedin

https://www.linkedin.com/in/ravi-choudhary-ab98b816a

Skype

Hello2ravi

Facebook

Hello2ravi@hotmail.com

- **Awarded as Best Employee 2018 in Kangaro Industries.**
- **Recognized as a best intern 2014 in Aditya Birla Group.**

EDUCATION

ITS MOHAN NAGAR, GHAZIABAD
PGDM (Marketing) **2012-2014**

CCS University, Meerut
BBA **2009-2012**

UP Board, Allahabad
12TH (PCM) **2008-2009**

INTERNSHIP

Aditya Birla Group, Jaipur

Management Trainee

Company	**:**	**Grasim Industries Ltd.**
Profile	**:**	**Corporate Sales**
Project Title	**:**	**Find the new opportunities.**
Duration	**:**	**2 Months**

BSNL, Muzaffarnagar,UP

Management Trainee

Company	**:**	**BSNL**
Profile	**:**	**Management Trainee**
Project Title	**:**	**Current market situation.**
Duration	**:**	**2 Months**