# KUMAR GAUTAM

Flat No.402, Madhuri Enclave Appartment, Banskothi, Dighaghat, Patna-11

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# CAREER OBJECTIVES

To become a valuable contributor for the organization by rendering best personnel & professional skills.

CURRENT INDUSTRY: - Automobile Industry

PRESENT SALARY : - Rs 25,000/- p.m

Nature of Job: - To promote the direct sales volume at dealer

 Network.

# WORKING EXPERIENCE: - 15+ YEARS EXPERIENCE IN AUTOMOBILE SALES.

* Working with **The J.V. enterprises (Distributor of Total Oil India Ltd)** as Senior Sales Officer **since Jan 2022.**

* Worked with **ExxonMobil** as Trade Marketing Manager Patna from December 2019 to December 2021.

* Worked with **FALCON GARDEN TOOLS PVT. LTD.** as ASST. MANAGER from May 2017 to November 2019.

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* Wortked with **BETTINA WUERTH AUTO INDIA (P) LTD**. Patna, as Team Leader from Jan.2013 to April 2017.
* Worked with **Apex Power & Engineer(DISTRIBUTOR OF Kirloskar Genset)** Patna as Sales Officer from 2009 to 2012.
* Worked with Kinetic Two-Wheeler dealer (**Kavya Motor Pvt**. **Ltd**) as service advisor from 2006 to 2009.

**JOB-PROFILE: SALES- PROMOTIONAL ACTIVITIES**: -

* Monitoring of product handling customer complain organizing publicity & awareness activities.
* Timely resolution of customer complaints.
* Improving customer services based on dealer feedback through the development of new policies and procedures.
* Achieving the annual sales volume and monthly sales target for the assigned territory.
* Promoting sales by conducting various field level activities such as camps, meet, melas & demonstration.
* Aggressively implementation of the sales programs in the territory.
* Value added service activities.
* Providing feedback to Area Manager & HO authorities for the product performance & market share.
* Maintaining a congenial & co-ordial environment.

# EDUCATIONAL QUALIFICATION

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| NAME OF EXAMINATION | ***BOARD/ UNIVERSITY***  | ***YEAR OF PASSING***  |
| Diploma in Automobile Engineering | I.M.I., Chennai | 2003 |
| Matriculation | B.S.E.B. PATNA | 2000 |

# PERSONAL DETAILS

Date of Birth : 7th January 1986

Father's Name : Sri O.P.N. Singh

Marital Status : Married

Nationality : Indian

Place:

Date : (**Kumar Gautam**)