CURRICULUM VITAE

**RANJEET KUMAR**

Enar Industrial Enterprises Ltd.

Naya More Bokaro Steel City

827001

Mobile: +91-7903322423

E-mail: bokaroranjeet@gmail.com

# OBJECTIVE

Seeking to obtain a position that offers new challenges and opportunities for professional growth, where I may utilize my collective experience, accomplishments, and education to achieve optimal success.

# 

# WORK EXPERIENCE

Company: Transsion Holding (Itel Mobile)

Designation: ASM

Duration: 28th Sept 2023 to till date.

# Location: Daltonganj

Handling Chanel business as well as distribution handle.

Handling Primary, Secondary , Tertiary

Conduct Morning Meeting with sales team & channel partner

De-averaging/Performance analysis of sales team

Maintaining relationship with 9 Dse Distributors, 850 retailers

Ensuring brand/product visibility at every retail store

Prepare quarterly & monthly business development plan

Conduct Team Engagement cum R&R program of Channel Partner & Sales Team

# Company: Tvs Srichakra Limited

Designation: TSE

Duration: 16th Sept 2022 to 20th Sept 2023

Location: Allahabad

* Handling Chanel business as well as distribution handle.
* Handling Primary, Secondary
* Conduct Morning Meeting with sales team & channel partner
* De-averaging/Performance analysis of sales team
* Maintaining relationship with 6 DSR Distributors, 48 & 754 retailers
* Ensuring brand/product visibility at every retail store
* Prepare quarterly & monthly business development plan
* Conduct Team Engagement cum R&R program of Channel Partner & Sales Team

Company: HIVELOOP TECHNOLOGY PRIVATE LIMIITED. (UDAAN)

Payroll: FRETUS FOLKS INDIA Pvt. Ltd.

Sector: B2B E-Commerce Category: Electronics.

Designation: Regional Lead

Duration: 2nd May 2018 to 10th Sept 2022

Location: East Jharkhand.

## 

## Role & Responsibility:

* Handling Electronics category (B2B business.)
* Handling all Retail Buyers of East Jharkhand
* Handling Sales Team comprising of 11 BDE.
* Conduct Morning Meeting with sales team.
* De-averaging/Performance analysis of sales team
* Maintaining relationship with 850 Buyers & 500 KRO
* Ensuring brand/product knowledge at every retail store.
* Prepare quarterly & monthly business development plan.
* Creating new Retail Rural market as well as urban market.
* Increase orders, sales volume &market share In Electronics business.

Company: **OPPO INDIA (DS) PVT LTD**

Sector : Telecom

Designation: TEAM LEADER

Duration: September 2016 to November 2017

Location: Bokaro, Jharkhand

* Handling Primary, Secondary & Tertiary sales of oppo smartphone
* Handling Chanel business as well as distribution handle.
* Conduct Morning Meeting with sales team & channel partner
* De-averaging/Performance analysis of sales team
* Maintaining relationship with 6 MAR Distributors, 160 KRO & 845 retailers
* Ensuring brand/product visibility at every retail store
* Prepare quarterly & monthly business development plan
* Conduct Team Engagement cum R&R program of Channel Partner & Sales Team

Company: **Gionee India Pvt Ltd**

Sector: Telecom

Designation: Sales Promotor

Duration: March 2014 to September 2016

Location: Bokaro Steel City, Jharkhand

## Role & Responsibility:

* Greets and receives customers in a welcoming manner.
* Use lectures, films, charts, and/or slide shows
* Provides outstanding customer service
* Identify interest and understand customer needs and requirements
* Report on demonstration related information (interest level, questions asked, number of samples/flyers distributed etc)

Company: **HTC Corporation.**

Sector: Telecom

Designation: Sales Promotor

Duration: February 2013 to March 2014

Location: Bokaro Steel City, Jharkhand

## Role & Responsibility:

* Greets and receives customers in a welcoming manner.
* Use lectures, films, charts, and/or slide shows
* Provides outstanding customer service.
* Identify interest and understand customer needs and requirements
* Report on demonstration related information (interest level, questions asked, number of samples/flyers distributed etc)

Company: **LG Electronics India Ltd**

Sector: Telecom

Designation: Sales Promotor

Duration: January 2008 to December 2013

Location: Bokaro Steel City, Jharkhand

## Role & Responsibility:

* Greets and receives customers in a welcoming manner.
* Use lectures, films, charts, and/or slide shows
* Provides outstanding customer service
* Identify interest and understand customer needs and requirements
* Report on demonstration related information (interest level, questions asked, number of samples/flyers distributed etc.

**Skills**

* Excellent communication skills.
* Flexible as per business requirements
* Efficient in doing Teamwork
* Good in MS Office and system knowledge

# EDUCATIONAL QUALIFICATION

* **B.com. (Account Hons.)** in 2012 from B.S. City College, Bokaro (recognized by Vinoba Bhave University, Hazaribagh)
* **Intermediate (**I. Com) in 2008 from Jharkhand Academic Council
* **Matriculation** in 2005 from BSL +2 D High School, Bokaro (recognized by Jharkhand Secondary Examination Board)

# PERSONAL DETAILS

Date of Birth: 10th Jane 1990

Marital Status: Married

Nationality: Indian

Language Known: Hindi, English

Permanent Address: Enar Industrial Enterprises Ltd. Naya more, Bokaro Steel City 827001

Date:

Place: Bokaro Jharkhand **RANJEET KUMAR**