

Babloo Kumar



Professional Summary

Efficient and effective sales representative of logistics industry and managing business professionally with corporate client. Dedicated & goal oriented customer service representative and seeking to boost sales through proven relationship building skills. Presently seeking a leadership position with a market leading, high growth company that offers opportunity for advancement into sales management.

Get in touch!

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Specializations

- Management development
- Interpersonal skills
- Communication
- Team handling
- Customer Need Analysis
- Time Management

Education

Masters of Business Administration (7.52 CGPA)

Lovely Professional University
IB & Marketing | June 2019-
July 2021

Bachelor of business Administration (6.52 CGPA)

Amity University
B.B.A | June 2015- May 2018

Intermediate (73%)

Gyan Bharti Residential Complex
Commerce | June 2013- May 2015

Work Experience

Sales Executive

Inland World Logistics Pvt Ltd | August 2021 - Present

- Service in logistics industry as a sales representative looking in areas of Maharashtra & Goa.
- Lead generation and client meeting with existing & new customers
- Reporting to regional head for yearly/quarterly contracts for new customer and handled day to day indent.
- Prospecting of new client through referral of existing customer & market survey.

Internships

Team Leader / Business Development Executive

ORA Rental | May 2020 - June -2020

- Handled 30+ colleagues for daily work allocation and daily zoom meeting with company owner for smooth process.
- Directed customers & suppliers to register in the portal and make a use of need basis on hourly, daily and monthly basis.
- Surpassed Average daily Targets by explaining the features of rental equipments to customers.

Operation Management & Business development

OYO Rooms | November 2019 - December 2019

- Handled operation in Rajasthan in the peak season and receiving the customer feedbacks & their experiences.
- Day to day meeting with Hotel premise head regarding their services, customer issues and their facilities.

Sales Executive

GreenOn Energy Services | September 2017 - November-2017

- Responsible for S&M of Solar equipments for yearly project in the areas of Delhi-NCR region.
- Lead generation, Cold calling and weekly meeting with interested client.

Project Manager

360 Research Foundation | N.G.O | June 2020 - Present

- Supervising the projects related task for State & Central government funding which are prepared by our internee's.
- Organizing events and task allocation for new joinees.