

Sunil Kumar

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CAREER OBJECTIVE

Looking for a position to utilize my skills and abilities in the best possible way so as to give maximum benefit to the industry, which also offers professional growth at the same time.

PROFILE SUMMARY

Having more than 10+ years of experience service & sales. Good expertise in business process understanding in Sales & service. Coordinating with client to understand their requirements and provide customized solutions.

PROFESSIONAL EXPERIENCE

INSTRUMENT RESEARCH ASSOCIATES PVT LTD., DELHI (From April '18 to Till Date)

Designation : Area Manager Sales & Service
Duration : From April 2018 to Till Date
Area : Haryana/Delhi/Uttrakhand/Uttar Pradesh

FUNCTIONAL ROLE & RESPONSIBILITIES:-

- Appoint and manage network through dealers and distributor's network.
- Manage the daily basis service & sales activity and promotion activities.
- Managed promotional activities for new product.
- Installing of Colour bank machines like FM/Auto, FM/X-Smart, Semi Auto & Gyroshekher in new paint shops retail customers as well as Paint industries.
- Installing of DAG, Nitrogen Machines & Air Compressors in Oil Company outlets like HPCL, BPCL, IOCL, Nayara & reliance.
- Taking care all breakdown complaints, Installation & complaints Haryana/delhi/Uttrakhand & Uttar Pradesh.
- Managed 10 to 15 engineer's team.
- Mapped new areas and started to give services to uncovered areas.
- Mapped engineers to daily activities like breakdown complaints & Installations.
- Generate daily basis revenue from oil company ro's for taking AMC.
- Taking care of oil company officers for his query & complaints at outlets.
- Maintaining and developing relationship with dealers and oil company officers.
- Responsible for identifying new sales opportunities and act accordingly.
- To increase the direct coverage through working with our service engineers.
- To Achieve daily basis revenue & collection.
- Trained new engineers. & given on site or off site training to new engineers.
- Given software as well as hardware training.
- Co-ordination with users & solving the end user's problem.
- To report the daily complete activity to our ho.

AGS TRANSACT TECHNOLOGY PVT LTD., FARIDABAD**(From Mar'15 to Mar'18)**

Designation : Team Leader & Service Engg.
Duration : From Mar 2015 to Mar 2018
Area : All Haryana

FUNCTIONAL ROLE & RESPONSIBILITIES:-

- Installing of Colour bank machines like FM/Auto, FM/X-Smart, Semi Auto & Gyroshekher in new retail customers as well as industries.
- Installing of DAG, Nitrogen Machines & Air Compressors in Oil Company outlets like HPCL, BPCL, IOCL, Nayara & reliance.
- Taking care all breakdown complaints & Installation complaints Haryana state as a team leader.
- Managed 8 to 10 engineer's team.
- Mapped new areas and started to give services to uncovered outlets.
- Mapped engineers to daily activities.
- Generate daily basis revenue from oil company customer for taking AMC.
- Taking care of oil company officers for his query & Complaints at outlets.
- Given solution in telephonic support to customers as well as engineers.
- Trained new engineers. & given on site or off site training to new engineers.
- Given software as well as hardware training.
- Co-ordinate with customer & provide solution of any Colour mismatch/shade variation.

BERGER PAINT INDIA LTD., FARIDABAD**(From April'14 to Feb'15)**

Designation : Service Engg.
Duration : From Apr 2014 to Feb 2015
Area : All Haryana

FUNCTIONAL ROLE & RESPONSIBILITIES:-

- Installing of Colour bank machines like FM/Auto, FM/X-Smart, Semi Auto, Hero Mini & Gyroshekher in new retail customers as well as industries.
- Handling all breakdown complaints in all Haryana state.
- Given solution in telephonic support to customers as well as engineers.
- Trained new engineers. & given on site or off site training to new engineers.
- Given software as well as hardware training.
- Co-ordinate with customer & provide solution of any Colour mismatch/shade variation.

JINDAL RECTIFIER , FARIDABAD**(From Jan'12 to Mar'14)**

Designation : Service Engg.
Duration : From Jan. 2012 to Mar. 2014

FUNCTIONAL ROLE & RESPONSIBILITIES:

- Testing of servo, stabilizer, step up & step down transformer.
- Co-ordinate with maintenance team.
- Taking care of breakdown in company.
- Doing wiring of panels.

DETAILS OF PROFESSIONAL / EDUCATIONAL QUALIFICATION

<i>Course / Qualification</i>	<i>Years</i>	<i>Board / Institute</i>
10 th	2006	HBSE Haryana
Polytechnic Diploma	2010	STBH Haryana
Preparing for competitive Exam	2011	Competitive Exam
Graduation	2018	I.E.C. University from H.P

PERSONAL DETAILS

Date of Birth :- 20, July 1988
Sex :- Male
Nationality :- Indian
Married status :- Married

Date :-

(SUNIL KUMAR)

Place :-