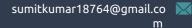
## Sumit Kumar

Sales & Marketing

I want to build a career in sales and marketing, where I can utilize my ability to fulfill the organizational goals and climb the career ladder through continuous learning and commitment using my knowledge and skills to create value for the organization & enhance personality.



8405808687



Model Gram, Near Kochhar Market Civil Line Ludhiana-141002, Ludhiana, Punjab, India





## **WORK EXPERIENCE**

## Marketing Executive Gold Plus Glass Industry Limited

07/2023 - Present

Ludhiana,punjab

Achievements/Tasks

- Build relationships with potential customers.
- Demonstrate product/service value.
- Maintain customer relationships.
- Negotiate and close deals.
- Done Advertisement activity, painting board, retail meet.
- Accomplished sales target on time.

## Relationship Manager.

Fullerton India Credit Company Limited. 07/2022 -

07/2022 - 01/2023

Meerut, Uttar Pradesh.

#### Achievements/Tasks

- Make channel partners and connect with us.
- Frequent visit to channel partner, Managing DSA.
- Achieve sales target on-time.
- Close the sales & build long relationship with customers.
- Engaged with channel partners to effectively build bond and lasting relationships Experience.

### Sales Intern.

Lupin Limited. 01/2022 - 03/2022,

01/2022 - 03/2022

Ghaziabad, Uttar Pradesh.

### Achievements/Tasks

- Developed, marketed and sold full range of products and support services.
- Solved customer challenges by offering relevant products and services.
- Completed orders and organized product deliveries to meet customer timetables.

# CERTIFICATES

#### Digital Marketing.

Fundamentals of Digital Marketing. (from Google, May 2021)

### Marketing

Fundamentals of marketing. (from Coursera, May 2021)



MS Office

Communication

Team Plavei

Leadership

Duick Learner

Decision making

Customer service

Negotiation



English

Hindi

Professional Working Proficiency

Professional Working Proficiency



Playing cricket

Travelling

Listening to Effective speakers



## PGDM( Marketing & HR).

Master School of Management, Meerut

0/2020 - 2022

Completed

Courses

PGDM

### B.Sc.

Magadh University, Bihar.

2017 - 2020

Courses

Completed

## Intermediate.

Bihar Secondary Examination Board.

2014 - 2016

Courses

Completed

### Matriculation.

Bihar School Examination Board.

2013 - 2014

Courses

Completed