

# Sumit Kumar

## Sales & Marketing

sumitkumar18764@gmail.com



8405808687



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



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.



## 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 -

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)



## SKILLS

MS Office

Communication

Team Player

Leadership

Quick Learner

Decision making

Customer service

Negotiation



## LANGUAGES

English

Professional Working Proficiency

Hindi

Professional Working Proficiency



## INTERESTS

Playing cricket

Travelling

Listening to Effective speakers



## EDUCATION

### **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