

CURRICULUM VITAE

DURVESH KUMAR

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CAREER OBJECTIVES

Looking for a challenging role in an organization, which provides opportunities to enhance my skills and expand my knowledge for the growth of the company."

EDUCATIONAL QUALIFICATION

- B.A passed from Dr B R Ambedkar University Agra.
- 12th passed from UP Board.
- 10th passed from U P Board .

WORK EXPERIENCE

Zonal Territory Manager at Airtel Payment Bank.(June 2023 To present)

- Leading a team of sales promoters.
- Onboarding new Distributors and Retailers.
- Planned to achieved Sales Executive wise Target in the assigned territory.
- Sale micro ATM, Biometric Device, Thermal Printer.
- Prime Subscription.
- Manage channel partners and field sales executive.
- Ensuring products availability with Distributors and Retailers.
- Strengthening reach by increasing Money transfer, AEPS and Insurance selling outlets.
- Responsible for account's opening and personal loan at retail outlets.

Team Leader at Paytm. (Dec 2022 To April 2023)

- Hiring of Field Sales Executive.
- Handling Field sales executive of a team.
- Sales Swipe/POS Machine.
- Managing team meetings, Training and team motivation.
- Planned to achieved Sales Executive wise Target in the assigned territory.
- Developing relationship with EMI Merchant for high GMV in assigned Territory.

Rural Team Leader at PhonePe. (Aug 2021 To Nov 2022)

- Handling Field sales executive of a team.
- Managing team meetings, Training and team motivation.
- Planned to achieved Sales Executive wise Target in the assigned territory.
- Take care of omc outlate of assigned territory for high Transaction growth.
- Hiring of Field Sales Executive.
- Responsible for making Distributor point for service activity in assigned territory.
- Responsible for trained the D.FOS for Service activity in assigned territory.

Team Leader at GooglePay. (Jun 2020 To Jul 2021)

- Handling Field sales executive of a team.
- Managing team meetings, Training and team motivation.
- Planned to achieved Sales Executive wise Target in the assigned territory.
- Hiring of Field Sales Executive.
- Developing relationship with Retailer in target market for business development.

Business Development Executive at PhonePe.(Aug 2019 to May 2020)

- Onboarding new merchant on PhonePe platform & provide them Qr code. Increasing P2P payment.
- Developing relationship with Retailer in target market for business development.
- Understanding the need of retailer & customer and providing solution in the form of product & Technology.

PERSONAL PROFILE

Father Name : Mr. Shripal
Gender : Male
Date of Birth : 12th July 1997
Marital Status : Married
Nationality : Indian
Religion : Hindu
Languages Known : Hindi & English
Hobbies : Meet New People and Listening Music

DECLARATION:

I hereby declare that information mentioned above is correct to the best of my knowledge.

Place :

Date :

(Durvesh Kumar)