

SHAMBHU KUMAR

FIELD SALES EXECUTIVE



CONTACT

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IOC Colony, Kumhrara
Patna-800026

SKILLS

- New Business Development
- Public Relations
- Corporate Sales
- Market & Competitive Analysis
- Leadership
- Customer Acquisition Strategies
- Critical Thinking
- Digital Marketing
- Sales presentation/Closing/
Negotiations

LANGUAGES

- Hindi
- English

PERSONAL DETAILS

Father's Name:- Late. Yogeendra Prasad
Date of Birth:- 6 th July1981
Nationality :-Indian
Marital Status:- Marrie



PROFILE

Hard charging sales executive with over 8 years of successful sales leadership in start-up and field expansion situations. Achieve consistent top performance in every position by driving revenue and profits to new heights. Specialist in selling Corporate, Mobile and Auto Mobile. Able to build and maintain effective customer and partner relationships, additional areas of expertise include:



WORK EXPERIENCE

Mahindra & Mahindra (Leader Aotu Sales Pvt. Ltd) 2024 - PRESENT
Field Sales Executive

- Develop and execute comprehensive marketing sales and campaigns that align with the company's goals and objectives.
- .Lead, mentor, and manage a high-performing marketing , fostering a collaborative and results-driven work environment.
- Monitor brand consistency across marketing channels and materials.

Nelson Mobile (Videotex International Private Limited.) 2011 - 2014
Area Sales Manager Sales & Marketing

- Generated Leads through cold-calling and other outreach efforts, resulting in 20% increase in to total sales.
- Oversee market research to identify emerging trends, customer needs, and competitor strategies.

Airnet Mobile (Vee Ess Sales Pvt. Ltd.) 2010 - 2011
Tartary Manager Sales & Marketing

- Develop and maintain strong relationships with partners, agencies, and vendors to support marketing initiatives.
- Developed and implement a successful sales strategy resulting in 50% increase in quarterly revenue.

Tata indicom (Maharani Teleservices) 2008 - 2010
FOC (Firm Order Confirmation)

- Develop and maintained annual sales plans and budgets, Prroviding clear goals and objective for the sales team.



EDUCATION

Master of Arts 2002 - 2005
Magadah University



TECHNICAL QUALIFICATION

- Advantage Diploma in Computer
(Windows, DOS,MS Office (Word, PowerPoint, Excel) Tally7.2)
- Camp lit Business Sloshing
- Dishing (Photo Shop and C Corel DRAW)

Declaration :- I do hereby declare that the above information is true to the best of my knowledge.

Date:-

Shambhu Kumar
Signature