

## CURRICULUM -VITAE

**AJAY KUAMR**  
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### CAREER PROFILE

A personable and confident professional with solid experience in direct and Retail Sales with a clear understanding of company structure and the decision making process to work with team management. A successful profit driven individual with a proven record of achievements, capable of making a significant contribution to the profitability of any organization.

### KEY SKILLS

- Good interpersonal skills and relationship management
- Passion and high energy
- Target Driven
- High Customer Orientation
- Subsidy process and documentation understanding
- Negotiations and prospecting Skills
- Exposure to different markets.
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### Professional Qualification

Master of Business administration from Punjab Technical University Jalandhar in the year 2009

Master of Business Tourism Administration from Himachal Pradesh University In the year 2002

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### Personal Details

Date of Birth :	3 <sup>rd</sup> September 1979
Father's Name	Sh. Kishori Lal
Sex	Male
Nationality	Indian
Marital Status	Married
Languages Known	English and Hindi

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## **PROFESSIONAL EXPERIENCE**

### **Feb 2006 to July 2010**

Employer: **Reliance Telecom Ltd** (GSM & CDMA)

Designation: Territory Sales Manager (Prepaid Sales)

### **July 2010 to May 2016**

Employer: **Bharti Airtel Services Ltd** (GSM )

Designation: Territory Sales Manager ( Senior Executive) Prepaid Sales

### **May 2016 to April 2018**

Employer: **Reliance Jio**

Designation: Connectivity Lead ( Senior Executive)

### **April 2018 to Date**

Employer: **Waaree Energy Ltd.**

Designation: franchisee Manager (Deputy Manager )

## **JOB PROFILE**

- Responsible for Appointment of New Franchisee
- Training of Partners , Dealers , Solar Rooftop sales person
- Relationship with Nodal Agency
- Support Solar Rooftop sales person to appoint SED (Solar Rooftop Dealer)
- Support SED (Solar Rooftop Dealer) to close Prospects
- Techno commercial support to SED (Solar Rooftop Dealer) & SR (Solar Rooftop sales person)
- I&C Clarifications to SED (Solar Rooftop Dealer) (I&C)
- Co-ordinate with HO on Design and commercials
- Market feedback/ intelligence gathering and share with HO
- Lead Management
- Market intelligence/ feedback and reporting.

## **Educational Qualification**

Bachelor of Business Administration from H.P. University. Shimla in April 2000.

## **Project Undertaken**

1. Training Methodology in Asahi India Safety Glass Ltd (BBA)
2. Preferences for various car models in Mandi town (BBA)
3. Grooming need of Tourist Police (MTA)
4. Telecom Saga (MBA)

## **Job Training**

1. Organization: Gormaxs Tours and Travels Pvt. Ltd., New Delhi  
Period : 8 Weeks (31st Dec.2001-26th Feb.2002)
2. Organization: Asahi India Safety Glass Ltd.  
Period : 2 Months (12<sup>th</sup> May 1999- 12<sup>th</sup> July 1999)

## **Supporting Activities**

1. 17 days tour to South India. (Goa, Bangalore, Ooty, Mysore)
2. 10 days Leadership Development Camp at Manali (H.P) .
3. Active member of International Conference on Tourism in Shimla.
4. Active member of National Quiz on Tourism in Shimla.
5. 5 days expedition to Spiti (H.P)

## **Achivements**

1. Introduce Waaree as the solar brand in H.P and impaneled in HIM URJA the Solar Nodal Agency of Himachal Pradesh.
2. Appoint the 5 Franchisees in Himachal and Punjab.
3. Certificate for exceptionsal contribution to drive Gross Adds from Quality Outlets Best in State.
4. Silver award for 3 Performance in H.P
5. Certificate for exceptional contribution to driving SSO Growth Best in State.
6. Certificate for exceptional contribution to driving Data Tertiary Growth Best in State.
7. Certificate for exceptional contribution to driving Gross from R-AEO 3<sup>rd</sup> Best in State.
8. Certificate of Appriciation for winning HPHP GPS Sales Contest for the month October 2014.

## **Strengths**

Network creation & team management skills, Data Management and having good sense to make long-term relationship

## **Career Aspirations**

To continuously adapt the fast changing conditions & establish a strong hold my self and prove vital in the functions I perform.

## **JOB LOCATION**

: Himachal Pradesh

I hereby declare that all the information' furnished above is true and correct to the best of my knowledge.

Date  
Kumar)

(Ajay

Place: HAMIRPUR