



KAPIL KUMAR

Sales and Business Development

Bulandshahr, Uttar Pradesh

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SKILLS

Sales & Marketing

Time Managment

Efactive Communication

ROI and data analysis

Multi-Tasking

Customer Service

LANGUAGES

HINDI

ENGLISH

PERSONAL INFORMATION

BIRTHDAY: 12/09/1989

GENDER: Male

MARITAL STATUS: Single

FATHER'S NAME: Mr. Dinesh Singh

NATIONALITY: Indian

ADDRESS: B 423 Ramvihar
Shikarpur By Pass Road
Bulandshahr - 203001
Uttar Pradesh

ABOUT ME

Sales development focuses on identifying leads, researching and developing them and moving them along the sales cycle toward a closing. Business development involves finding new growth opportunities for the company and forming strategic partnerships that open up new markets.

EDUCATION

CCS UNIVERSITY AGRONOMY , MASTER OF SCIENCE

Post Graduate Division II
April 2013 Meerut, Uttar Pradesh

CCS UNIVERSITY AGRICULTURE , BACHELOR OF SCIENCE

Graduated Division II
July 2011 Meerut, Uttar Pradesh

UP BOARD SCIENCE, INTERMEDIATE

Completed Division I
July 2007 Bulandshahr, Uttar Pradesh

UP BOARD SCIENCE, HIGH SCHOOL

Completed Division I
June 2004 Bulandshahr, Uttar Pradesh

WORK EXPERIENCE

Sales Associate Corona Remedies Private Limited

September 2021 - Current
Launching new products in the market
Customer Support and Customer Service

Health Product Promotion

Market Feedback about the product

Company Representation

Record Keeping and Reporting

Arrange appointments with Medical Professionals like doctors and pharmacists to spread awareness about the drugs and medicines of the organization

Maintains good relationship with hospital, clinic staffs and doctors as well as develop contact with people in the medical & hospitals

Educate the advantages of drugs of the organization to doctors and other medical professionals

Senior Sales Officer Geolife Agritech India Private Limited

April 2018 - July 2022 Planning and executing the whole marketing activities of all products in the assigned territory

Activity plan, resource plan and deployment marketing tools designing and, market wise crop-product fitment plan

Exploring the new product potential successful planning for positioning including packing pricing schemes etc

Product wise budgeting for the area and field force to maintain profitability index as per the requirement

Sales Achievement

Sales Officer Macleods Pharmaceuticals Limited

March 2012 - April 2018 Maintains up to date knowledge on latest development in the field of medicine.

Responsible for selling and marketing of pharmaceutical drugs, health care products and supplies

Performs one-on-one meetings with pharmacist doctors and hospital staff



DECLARATION

I, Kapil Kumar, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

Kapil Kumar
