

Kishan Gupta

M.M.S - Marketing

Secure a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the Company and Personal Goals.



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Mumbai, India 📍

WORK EXPERIENCE

Sr. Area sales Manager Ovion Homecare Pvt Ltd.

08/2019 - Present

Roles & Responsibilities

- Sr. Area Sales Manager of Maharashtra and Gujarat.
- Achieve growth and hit sales targets by successfully managing the sales team.
- Evaluate performance of Sales representatives and improve their performance by training.
- Identifying emerging markets and developments in the industry while becoming completely informed of new products and the state of competition.
- Distribution and Channel Sales management with the team.

Business Development Executive Tikona Infinet Pvt Ltd.

05/2018 - 08/2019

Roles and Responsibilities

- Business development, analysis and understanding the requirement of client, providing the cost benefit analysis, negotiation and suggesting best solution.
- Assure the best services to the clients after business confirmation and maintaining the relationship with the clients.

Customer Service Agent

Intelenet Global Service PVT Ltd, Mumbai
(HSBC Home loan)

01/2016 - 08/2016

Roles and Responsibilities

- Handled home Loan product and Follow up with client for closure of deal and post sales processes.
- Achieved the Top Performer certificate two times May 2016, July 2016.

EDUCATION

M.M.S - Marketing

H.K. Institute of Management Studies & Research

08/2016 - 05/2018

CGPA

- 8.47

B.Com

M.P.V. Valia Collage of Commerce and Science

07/2012 - 04/2015

CGPA

- 4.19

SKILLS

Team Player with Leadership Abilities

Distribution & Channel Management

Quick Lerner & Adaptive

Proficient in MS Office

Database Management

PERSONAL PROJECTS

Homecare Distributor Trade Scheme (10/2020 - 01/2021)

- Enhancing the targets of distributors and achieving the goals.

Marketing of Life Insurance Products and Customer acquisition/ Summer Internship Project

- Understanding of Customer Perception towards Private Life Insurance.

ACHIEVEMENTS

Awarded with 'Brilliant Crisis Management' & 'Best Facility Management' at HKIMSR

Participated in Live Project 'Time & Motion Study' at Godrej Nature's Basket Limited at HKIMSR.

Secured 1st position in team building competition held at HKIMSR in 2017.

LANGUAGES

English ● ● ● ● ○

Hindi ● ● ● ● ●

Marathi ● ● ● ○ ○

INTERESTS

Cricket

Listening Music

Badminton

Travelling