

NITIN

nitinkumar3727@gmail.com

8700369478

Career Objective

To work in a challenging and competitive environment to get an opportunity to learn new skills for personal growth and contribute to the organizational goals.

Academic Details

Course	Educational Institute	Board / University	Year
MBA	HLM COLLEGE	UPTU	2013- 15
B.A(program)	SHYAM LAL COLLEGE	UNIVERSITY OF DELHI	2011-13
XII	GBSSC mandoli	CBSE	2010
X	New Adarsh senior sec school	CBSCB	2008

Organizational Experience

Asian Paints Home Solutions as SALES ASSOCIATE

April'18 to march'20

Asian paints Paint total

March'20 to Nov'21

Key Result Areas:

1. Consultation

- Responsible for meeting and converting prospecting customers
- Understanding the customer's requirement
- Explaining the complete Painting process of the Home solution to the customers
- Giving Estimates to the customer, getting the Painting Estimate (PE) signed by them
- Finalizing the painting system with the customer
- Collection of advance payments from Customers
- Seeking regular follow-ups until the deal is closed

2. Site Evaluation

3. Customer Relationship

Acro paints as PROJECT SALES ASSOCIATES

1st December to 28th February

Key result area

1. Scanning the new projects in a given territory.
2. Meeting with the person who is the decision maker
3. Explain our services to them and provide the best sample to them.
4. Try to convert them into sales and generate revenue for the company

BYJU'S (Think & learn pvt ltd.) as SERVICE/ACADEMIC COUNSELLOR

May 2022 to Present

Key result area.

1. To achieve the referral target on a monthly basis.
2. To align the marketing executives in the field.
3. To ensure field executives generate quality leads and walk-ins.
4. Motivate field executives by recognizing their efforts.
5. Retain the cx from canceling the course.

Achievements and Recognition in this Role

- 4 times winner of the Sales Associate of the Month in Asian Paints Home Solutions.
- Awarded the certificates for **Highest value growth, Highest booking value, Highest Nilaya value, Highest waterproofing, and Highest local value**, during service excellence meet 2019-20.
- Have managed to achieve my 100% value target in <9 months for the FY 2019-20.
- **Nilaya value** of 4.6 lakhs in December'2019 which is the second highest in the unit.
- Converted 1 IDS site in the unit.
- **Dampsheath** area booked in the unit is 1,00,000 sqfeet which is the second highest in the unit.

Awards and Achievements

- *NCC 'C' Certificate holder*

Co-curricular Activities

- Participated in ARMY ATTACHMENT CAMP
- Participated in Thalsanik camp
- Participated in adventure camp

Key skills

- Work ethic
- Ability to interpret & understand information & has good interpersonal skills
- Able to weigh options and make well-thought-out decisions
- Aspire to Succeed

Personal Information

Languages Known	Hindi, English
Gender	Male
Date of Birth	10/06/1993
Address	A191 Defence colony,bhopura, Ghaziabad,up201005

