

PANKAJ KUMAR

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TO PURSURE A CHALLENGING CAREER IN AN ORGANISATION PROVIDING GOOD WORKING ENVIORNMENT & EAGER TO DO THE JOB TOWARDS THE ACHIVEMENTOF THE ORGANISATION,S GOAL.

Core Competencies:-

- Identify busines potential areas & appointing new partners –Public & Privet sectors.
- Ensuring regulatory compliance and supporting corporate goals.
- Competition Analysis – Ability to analyze and compare firm’s products with the product of competitors.
- Self-assured and confident.
- Maintain Develop new and existing key customers.

Skills:-

- Guest Services
- Marketing Expertise

Employment History:-

2017-08 - Current **Marketing Manager**
Star Sintered Products Pvt. Ltd., Greater Noida, Uttar Pradesh

Work: - (B2B, OEM Sales & B2C), Lead, Query generate Through Search Engine, by Email, send Company

Presentation, understating their requirements, Collect data for costing & arrange to send Quotation accordingly.

Responsibilities:- Search new markets, Making Strategies for Development new business. Making New OEM Clients and Develop new Distributors also.

Handling Area: - Delhi NCR, Punjab, South India, U.P, M.P., Rajasthan, Haryana, Maharashtra, U.K, etc.

Product Handling: - Refrigeration & Air Conditioners Child Parts, Copper Tubular Parts, Sintered Bronze FRL Filters & sheet metal components.

- Meeting targets.
- Willing for Travel.

Customer’s Handle: - MNC OEM,s like Voltas, Carrier Midea, Daiken, Panasonic, Amber, Honda, Minda, Escorts, CNH, JCB etc ...

2013-04 – 2017-07 **Marketing Manager**
TEXCARE INSTRUMENTS, Uttam Nagar Delhi, Delhi
Manufacturer of Rubber, Plastic, Paper Packaging, Lab & Fiber Testing Machine’s.

Work: - (B2B, OEM Sales & B2C), Lead generate, Making Quotation, Query & Order for the company handling

Correspondence and Demonstration of Machine & handling Government Tender’s too.

Tender Work: - Handling tenders site like: BHEL, HAL, Delhi Metro (DMRC), and OFB.

How to register a company in Government Portal for E- Tendering.

Job Description for profile:

- Lead\Order generation.
- Meeting targets.

- Willing for Travel.
- After sale service.

2009-05 – 2013-03 **Sr. Sales Executive**

ASIAN TEST EQUIPMENTS, Ghaziabad, Uttar Pradesh

Manufacturer of Rubber, Plastic, Paper Packaging, Lab & Fiber Testing Machine's.

Work:- Lead generates, Through Tele calling & Search on google, Making Quotation, Performa Invoice, & generate Order for the Company and also handling correspondence and Demonstration of Machines.

Making bill invoice and Dispatch & handling Government Tender's too.

Job Description for profile:-

- Lead\Order generation.
- Willing for Travel.
- After sale service.
- Follow up on status of SALES orders;
- Pending Payments and Pending C Forms.

Academic Details:-

- 10th Passed with 2nd division in 2004 from U.P. Board.
- 12th Passed with 2nd division in 2006 from U.P. Board.
- B.Com Passed with 3rd division in 2009 from C.C.S University Meerut.
- M.Com Passed in 2011 from C.C.S University Meerut.
- M.B.A Passed in 2014 from Dehradun University.

Other Education:-

Advance Diploma Computer application.

Hobbies & Interests: - Eager of Reading Subjective Books, Travelling.

Personnel Information:-

Name: - Pankaj Kumar

DOB: - 27 Jun 1988

Father Name: - Mr. Mait Pal Singh

Marital Status: - Unmarried

Pankaj Kumar

Date:-

Place:-