

Rupali Kumari



Contact

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Languages

Hindi and English

Hobbies

- Writing
- Reading
- Art Work
- Designing

Interests

- Marketing
- Human Resource
- Social activities
- Innovating Ideas

Strength

- Good Listener
- Flexible and adaptable to working environment
- Time punctual
- Networking

Summary

MBA in HR and Marketing with 2.8 years of B2C and B2B experience in successful sales management within the consumer products industry. Increasing sales and generating sales in the east region by proper consulting the customers. Enthusiastic and knowledgeable in up selling and cross selling of companies products and proficient in CRM. Customer-Oriented and self-motivated. Strong background in management and customer relations.

Skill Highlights

- Management
- Strong decision maker
- Complex problem solver and Team Leading
- Customer Focused
- CRM proficiency
- Creative design
- Innovative
- Service-focused
- Excellent Interpersonal skills and relationship building skills
- Good communication and presentation skills

Work Experience

Associate in Asian Paints - 05/2018 to Present

Asian Paints Ltd.

- Providing guidance to customers and help them to explore various available finish.
- Cross selling and up selling of products with B2B and B2C marketing strategy of various ranges and also by introducing new ways and means to maximize growth, giving the best ideas as per their want and which suits the customers ends,
- Solve Customers Problems and keeping Focused in Niche Markets products like Wall-coverings, Textures
- Maintaining Good Relationship with customers by Communication and Interpersonal Skill, Calling clients and introducing them to the best products through consultative sales techniques
- Document customer contacts in the company's CRM system.

Education

Post-Graduation: **Master of Business Administration (MBA) - HR and Marketing-** 2018, Birla Institute of technology (79%)

Graduation: **Bachelor of Science (Chemistry)** - 2016, Ranchi University (72%)

Intermediate: Science – 2013, Carmel School, ISC Board (64%)

Matriculation: 2011, Carmel School, ICSE Board (66%)

Project Details

Title: Compensation Management in Bhagwan Mahavir Medica Super specialty Hospital

Organization: Bhagwan Mahavir Medica Super specialty Hospital

Project Duration: 2 Months

Detail : A study on Compensation Management and Pay Structure as per Government rules, Grading of employees as per their experience and retention.

Achievements

Stock Mind: 2nd Runner-Up in Stock mind Season of ICICI Direct

Science quiz: 2nd in science quiz competition

GD Bagaria Institute: 3rd position in science quiz Organized by GD Bagaria

Rotract club, Giridih : Participated in membership of Rotract club

2nd Highest Selling of Nilaya - Focus Product of Asian Paints in the Jharkhand, Orissa and Bihar Region in Oct and Nov 2019

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