

# Resume

**Sarvesh Kumar**  
**S-11, Kitadih "west" RajuBagan**  
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## Objective:

- Seek a challenging job where I am able to learn and contribute to the organization with whatever I have learnt till now.

## Work Experience

Year 2021 Nov to till now work in MRF paints as ASE in jamshedpur.

Year 2019 March to Oct'21 work in TATA Steel Ltd (Pravesh). As a Area Sales Manager in Jharkhand.

Year May'2016-Feb'2019 in Sheenlac Paints Limited. As AREA SALES MANAGER in JHARKHAND.

Year May'2012-Apr'2016, employee of Kansai Nerolac Paints Limited, working as TSO.

## JOB PROFILE & Achievements -

\* 1<sup>st</sup> position in East Zone the financial Year 19-20.

Handling **channel sales & B2B Sales in Jharkhand & Orissa (Project sales – TATA, others)**

\* 1<sup>st</sup> Position in East Zone the financial year 2018-19.

\* **ALL INDIA 2<sup>ND</sup> POSTION the financial year 2017 -18 APRIL-TILL NOW.**

Handling channel sales in Jharkhand region. **Promotion as Area Sales Manager.**

\* Achieved a sales growth of 57% during the financial year 2016-17.

Handling channel sales in Jamshedpur territory (Project sales – JUSCO, Builders, contractors)

\* Achieved a sales growth of 23% during the financial year 2015-16.

Handling channel sales in Jamshedpur territory (Project sales – JUSCO, Builders, contractors)

\* Achieved a sales growth of 35% during the financial year 2014-15

Handling channel sales in Jamshedpur territory (Project sales – JUSCO, Builders, contractors).

Painter activity, secondary sales activity, contractor meet, architecture meet etc.

\* Achieved a sales growth of 27% during the financial year 2013-14.

Handling channel sales in Jamshedpur territory (Project sales – JUSCO, Builders, contractors).

Painter activity, secondary sales activity, contractor meet, architecture meet etc.

\* Achieved a sales growth of 32% during the financial year 2012-13.

Got reward from Kansai Nerolac Paints Ltd during **2012-13 for highest selling of Interior Emulsion (LITTLE MASTER) in India.**

## **TEAM SIZE:-**

7no. of team member.(handling territory **JAMSHEDPUR,RANCHI,DHANBAD,DEOGHAR**) all **JHARKHAND**.

## **JOB Responsibility:**

- Channel sales. Distribution Sales
- Handling Teamability
- 4 HQ(Jamshedpur,Ranchi,Dhanbad,Deoghar)
- TeamSize:-7

## **Educational Qualification:**

Post Graduate Diploma in Management -International Business (PGDM-IB), Specialization is **Marketing & Operation**, year2012 from Asian School of Business Management, Bhubaneswar, Orissa

Bachelor in Science- Information Technology (B.Sc-IT) from SMU, year 2010 secured 58 percent.

Intermediate from Co-operative college (JAC, Ranchi), Jamshedpur, Jharkhand, year 2006 secured 51 percent.

Matriculation from ShikshaNiketan High School (JAC, Ranchi) Jamshedpur, Jharkhand, year 2003 secured 52 percent

## **Key Strengths and Personality**

- Positive attitude towardsthings.
- An Inherent desire to take responsibilities.
- Good time managementskills.

## **Project Undertaken**

**B.Sc(IT):** The project work entitled “Job Site”.

**MBA:**UnderwenttwomonthsSummerInternshiptrainingTRF(**TATAEnterprises**)..TheProjectworkentitled “CustomerCentric”.

## **Achievements**

- Last financial year(2013-14) growth by 27% in Jamshedpurarea.
- Financial year(2012-13) growth by 32% in Jamshedpurarea.
- Associate Member, Operations Club, Asian School of BusinessManagement
- Participated in various quiz contests during schooldays.

## **Extra Curricular Activity**

1. Participated insports
2. Participated in culturalactivity

## **Summary of Technical Skills**

1. Computer, C++, VISUAL BASIC

### Interests

Talk with new person.

### Strengths

1. Positive attitude towards work.
2. Willingness to accept responsibility.
3. Good listener and communicator.

### Personal Details

Father's Name : Kamleshwar Sah  
Date of Birth : 16<sup>th</sup> April 1987  
Gender : male  
Marital Status : Married.  
Language : English, Hindi  
Nationality : Indian

I declare that all statement made and particular given above are true, complete and date correct to the best of my knowledge and belief.

Place: Jamshedpur

Date:

Sarvesh Kumar