

VINOD KUMAR

Contact: +919988773159

E-mail: v.kobroy@gmail.com



➤ CAREER OBJECTIVES

- To secure a challenging position in a reputable organization to expand my Experience, knowledge, and skills of sales & marketing.
- Secure a responsible career opportunity to fully utilize my experience and **skills**, while making a significant contribution to the success of the company.

➤ WORK EXPERIENCE

- Working in **NIVEA as a Sales Supervisor** for Lucknow and Kanpur city.
- Handling DSR training and sharing Regular update.
- Working with Weak DSRs and enhancing required sales capability.
- Monitors DSR performance using regular sales reports.
- Communicates incentives and motivates.
- Working also as BDO with supportive staff.
- Managing DB Health and minimizing expiry by follow FIFO.
- Reporting to ASM on daily basis activity and value achievement.
- Worked in Kaviarz Construction Company (**KCC**) As a Management Trainee With Sales and marketing Team.



➤ COMPANY TRAINING

- Industrial Training at **Holiday Villa Subang Jaya Malaysia.**
- Summer Internship at Big Bazar Lucknow.
- Completed 2 Months Training course at Rayat & Bahra.

➤ ACHIEVEMENTS AND ACTIVITIES

- Played **Badminton** at College level.
- Acted as Event Coordinator for Progressive Punjab – Agriculture Summit Chappar Chiri- February 13- 17 , 2014 in Punjab
- Won in kabbadi, cricket at Rayat (inter college sports) at Mohali.
- College event -Participate in Tourism Day.



➤ ACADEMIC QUALIFICATION

DEGREE	YEAR	UNIVERSITY	INSTITUTE	PERCENTAGE
MBA	2017-2019	Dr.ABDUL KALAM TECHNICAL UNIVERSITY	NOBLE INSTITUTE LUCKNOW	63.5%
BSc.HMCT	2013-2017	PUNJAB TECHNICAL UNIVERSITY	RAYAT & BAHRA INSTITUTE	78.91%
HSC/12 th	2012	UTTAR PRADESH STATE	PDSCIC SANT KABIR NAGAR	72.%
SSC	2010	UTTAR PRADESH STATE BOARD	JLTRC INTER COLLEGE BASTI	67%

➤ COMPUTER SKILLS

- Basic knowledge of the following softwares:-
- CCC
- Advanced excel course
- MS Office
- Photoshop

➤ PERSONAL DETAILS

- Father's Name: Ram Laut
- Mother's Name: Nirmala Devi.
- Date of Birth: 15/11/1993
- Languages: English, Hindi, Punjabi.
- Address: #978 Sector- 56 Chandigarh
- Pin code: 160055

➤ HOBBIES:

- Writing.
- Yoga.
- Travelling.

- I hereby declare that all the facts and figures are true to my knowledge.