RESUME

UTTAM KUMAR

Flat No-3B, House No-68,

Gharoli, Mayur Vihar­-3, Delhi-110096

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### WORK EXPERIENCE

* Working in **KSB Pumps Limited** (Domestic & Agriculture Pumps)as Assistant Manager from 1st March 2021 for Delhi Location.
* Appointing new dealer and retailers.
* Managing Primary and Secondary sale.
* Managing Govt. order and supplies, forecasting for stock.
* Competitor analysis, Strategy Planning, market requirements.
* Managing after sales service through service center.
* Brand building, network strengthening & promotional activities support.
* Worked in **Tormac Pumps** (Domestic & Agriculture Pumps)as Area Incharge from Apr 2019 to June 2020. Location- Delhi/NCR & Western UP.
* Appointing new dealer and retailers.
* Managing Primary and Secondary sale.
* Maintaining stock at Branch & Dealer counter.
* Forecasting for new model requirements from market demand..
* Managing after sales service through service center.
* Managing Sales Promotional activities.
* Worked with **CRI Pumps Pvt. Ltd** (Domestic & Agriculture Pumps)as Assistant Marketing Manager from Nov 2013 to Feb 2019 for Delhi, Noida & Ghaziabad.
* Appointing new dealer and retailers.
* Managing Primary and Secondary sale.
* Managing Govt. order and supplies
* Maintaining stock at Branch & Dealers counter.
* Forecasting for new model requirements from customers.
* Managing after Sales Service through service center.
* Guiding Sales Representative for secondary sale.
* Managing Promotional activities. ( Dealer Meet, Plumber meet, Branding, Advertisement etc)
* Worked with **Khaitan Electricals Ltd**. (Pumps Division) from June 2012 to Oct 2013 as Senior Sales Executive looking for Delhi.
* Appointing new dealer and retailers.
* Making Primary and Secondary sale.
* Generation of sales order/collection of Payments/ from dealer and retailer.
* Solving customer problem by managing after sales service.
* Worked in **Ujala Pumps P. Ltd.** from September 2011 to May 2012 as a Sr. Sales Executive looking for East Delhi, North Delhi, Noida, Gr.noida, Dadri, Modi nagar, Murad nagar and Ghaziabad.
* Search for new market & new dealers in the territory.
* New product series development in the market.
* Generation of sales order from dealer and retailer.
* Managing after Sales services.
* Payment follow-ups from distributor and dealers .etc…
* Worked in **Indoma industries P. Ltd. (Littelpump, Littelhome)** from 25th March 2009 to Aug 2011 as a Sr. Sales Executive looking for entire Delhi and Haryana.
* Search for new markets
* Convincing about the quality and quantity of the product.
* Generation of sales order from dealer and retailer.
* Solving customer problem.
* Payment follow-ups from distributor and dealers .etc…

Location- Delhi, NCR and Haryana

### SUMMER TRAINING

**Organization : USHA INTEFRNATIONAL LIMITED,** Lucknow under the guidance of Mr.

Pankaj Verma, Sales Manager North zone.

**Topic**  **:** Accessibility, availability and awareness of Usha Monoblock Pumps.

### CAREER OBJECTIVE

A Flexible, self-motivating management candidate with good skills & ability to work under any condition. Committed to team oriented task with a strong sense of responsibility.

### PROFFESIONAL QUALIFICATION

Completed **Post Graduate Diploma in Management [PGDM] - Marketing** (2007-2009) from Institute of Productivity & Management, Lucknow (Approved by AICTE, Govt. of India) with 62.4% marks.

# ACADEMIC QUALIFICATION

* **GRADUATION : -** Completed Bachelor of Science from Deoghar College, Deoghar

(Jharkhand), S.K.M. University in 2005.

# INTERMEDIATE : - Passed intermediate from Deoghar College, Deoghar, (B.I.E.C),

# Patna in 1999 from Science Stream.

### HIGH SCHOOL : - Passed Matriculation from R. Mitra high school, Deoghar (B.S.E.B),

Patna in 1996.

### COMPUTER EFFICIENCY

* Working Knowledge of Microsoft Office & Internet Applications.

### ACHIEVEMENTS, AWARDS AND EXTRA CURRICULAR ACTIVITIES

* Won chess championship tournament held at IPM, Lucknow campus.
  + Participated as a Football team member in the inter college Sports meet held at Jaipuria

Institute of Management, Lucknow.

* + Participated in various events held at School & College.

### PERSONAL DETAILS

Date of birth : - 15-12-1981

Gender : - Male

Language known : - English, Hindi

Nationality : - Indian

Father’s name : - Shri Ram Prakash Das

Local address : - Flat no-3B, House No-68, Mayur Vihar-3, Delhi-110096

Permanent Address : - Sangita Sadan, Hanuman Tikri, Deoghar-814112, Jharkhand.

**REFERENCE**

Mr. Himanshu Chugh

D.G.M – CRI Pumps

**(UTTAM KUMAR** **)**