



Kuldeep Kumar

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Objective

Focused & result-driven professional with expertise in independently managing various functions within defined timelines; targeting assignments in Inside Sales, and Business Development with an organization of high repute.

Experience

- Unacademy** 15 April - Present
Business development executive
 - Cold calling leads and maintaining lead funnel using Nimbus.
 - Setting up meetings for the home Demonstration online or on Unacademy's IAS centre.
 - On spot sales of educational for UPSC segment in B2C domain.
 - Establishing the uniqueness and effectiveness of Unacademy's model of online and offline learning.
 - Taking follow-ups and closing prospects.
 - Punching, Tracking and managing orders.
 - Achieving daily, weekly and monthly calling and conduction targets.
- Meesho** 17 Jan 2022 - 31 July 2022
Sales officer
 - Cold calling leads and maintaining lead funnel using lead square.
 - Identifies Small & Medium Enterprises (SMEs), Large Enterprises as well as individuals from the different B2B and B2C marketplaces and onboarded them on our platform.
 - Sourcing different types of portfolios from the onboarded Suppliers for the value addition.
 - I used to manage & maximize the sales opportunities by strengthening relationships with key clients, understanding their requirements and providing tailored solutions.
 - Collaborating with Marketing Department to expand prospect database and ensure quality leads to pursue.
- Shopx** Nov 2018 - Mar 2020
Sales officer
 - Structuring new business through inbound sales process; managing sales cycles, generating leads and closing deals while developing strong client relationships.
 - Management of existing accounts, obtains orders, and established new accounts from call.
 - Provide the SKUs details for latest product knowledge.
 - Regular distribution of key products in the assigned Territory.

Education

- Jai Narain Vyas University** 2014
Bsc
77
- St. Marks Sen. Sec. Public School** 2011
12th
- Ken. Vid. NFC Vigyan Vihar, Delhi** 2008
10th

Skills

- Sales
- Career Counselling
- Institutional Sales
- Key Account Management

- Area sales management
- Market & Competitor Analysis
- Client Relationship Management

Interests

- Reading self-improvement books related to business.

Languages

- English- Read, Write
- Hindi- Read, Write

Declaration

- The information stated above is true to the best of my knowledge and belief.



KULDEEP KUMAR