



Arun Kumar

Business Development Executive

Contact

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Skills

Leadership Ability

Self-Motivating

Punctual

Trustworthy

Secure a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the company.

Work History

- | | |
|----------------------|--|
| 2020-11 -
2021-12 | Direct sales officer
<i>Mobile Paradise, Bhopal, India</i> |
| 2022-01 -
Current | Key Account Manager
<i>Flipkart (Startek), Bhopal, India</i> |

Education

- | | |
|---------|---|
| 2021-04 | MBA
<i>IPER</i> <ul style="list-style-type: none">Percentage: 74.12%University/Board: Barkatulla University, Bhopal (M.P.) |
| 2017-04 | B.COM
<i>F.S.College</i> <ul style="list-style-type: none">Percentage: 69.45%University/Board: DR.Bhimrao Ambedkar University, Agra (U.P.) |
| 2015-04 | Higher Secondary School (12th)
<i>DePaul Public School</i> <ul style="list-style-type: none">Percentage: 63%University/Board: CBSE Board |
| 2013-04 | High School(10th)
<i>DePaul Public School</i> <ul style="list-style-type: none">Percentage: 5.8 CGPAUniversity/Board: CBSE Board |

Skills Known

MS office, Accounting, Project management

Certificates And Education

- Market Research and Consumer Behavior, IE Business School, Coursera
- The Manager's Toolkit; A Practical guide to managing people at work, University of London and Brubeck, Coursera
- The Fundamental of Digital Marketing, Google digital unlocked

Work Experience Details

STARTEK Bhopal, Key Account Manager, Flipkart Market place, ECOMMERCE, Currently working, Provide business development attributes to the sellers for their growth on Flipkart Market place. Develop business plans/strategies for the sellers by working on the business areas like selection, inventory health, smart on boarding, fulfillment by Flipkart warehouse on boarding, promotions, PLA, seller performance and help the sellers to achieve their sales targets and growth on Flipkart., Develop strategic plans for business growth. Identify seller growth opportunities including cost / benefit analysis of new ideas., Analyzing Key performance metrics from Flipkart reports and seller dashboard to help in growing business of sellers., Discuss selection insights, new listings, stock updations, trending products and help the seller to list products on Flipkart., Guiding the seller in creating better cataloguing of their products like A+ Listings, cataloguing images, products detailed information, search keywords, product description, key features etc to build brand value., Educate the sellers to get organized by on boarding on smart warehouse or Flipkart FBF warehouses so that they can provide better product quality to the customers and to increase their efficiency for processing orders., Guiding the seller in consignments creation for FBF warehouses all over India and help them in inwarding the products in Flipkart warehouses., Helping the Flipkart sellers in developing the business by determining the competitive pricing with in Flipkart and at various E-commerce website., Strategies the advertising campaign like product listing Ads (PLA), banner ads

for sellers/brands to maintain higher product visibility & sales growth., Attending regular meetings with the cataloguing, promotion, advertisement & category teams regarding high GMV sellers and popular brands., Enroll sellers in various promotions events, deals of the day (DOTD) on Flipkart so that they can provide better deal to the consumers/buyers monthly as well as on festive seasons

Personal Information Details

Mr. Vinod Kumar Yadav, Mrs. Vandana Yadav,
Hindi, Hindi, English

Personal Information

Date of Birth: 08/20/96

Extracurricular Activities

Host in 'Iron and Lad' during the event Reflexion in IPER college. Participated in Khel Abhiyan (Cricket, Basketball) at IPER. Received Gold medal in Football and Silver medal in Volleyball.

Disclaimer

I hereby declare that the above Information is true to the best of my knowledge.