

## **KUMAR GOURAV NAIK**

Assistant Manager
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## **Summary**

Business Development Manager with over 1 years 5 Months of experience in business development and channel management, expert in strategic planning and customer relationship management. My key achievements include leading a team to a 40% increase in sales revenue and onboarding 35 new schools and 18 channel partners, exceeding quarterly targets by 20%. Seeking an Assistant Manager position at Kotak Securities, where I bring my business development and market analysis skills to support your mission of providing innovative financial solutions and strengthening client relationships.

# Experience

Kotak Securities Ahmedabad,india
Assistant Manager 08/2024 - Present

- · Responsible for new client acquisition, building new relationship and deepening relationship with the existing clients.
- Will be responsible for primarily selling equity based investment products.
- · Responsible for identifying customer needs, assessing their risk appetite and providing them investment options.
- Responsible for achieving targets as assigned by the organizations on a monthly basis.
- · Provides regular updates to the immediate superior as and when required.

## Experience

## Anything Skool Limited (Liberty Shoes Limited)

Ahmedabad, India

#### Business Development Manager

04/2023 - 08/2024

- Skilled expert with plenty of experience in business development and channel management for B2B companies in the footwear and school
  uniform sectors.
- Generated and managed leads within Central Gujarat, resulting in a 25% increase in school partnerships within 6 months.
- · Successfully negotiated terms and conditions with schools and channel partners, achieving an average 15% improvement in profitability.
- Developed and maintained deep connections with 25 schools and 12 channel partners, ensuring a 90% retention rate.
- Streamlined order fulfillment processes, reducing delivery times by 20% and increasing customer satisfaction scores by 15 points.
- Collaborated with the sales team to surpass quarterly revenue targets by 10% on average. Presented Anything Skool concept to 20 schools, resulting in a 75% conversion rate.

#### Education

Chandigarh University Master of Business Administration	Punjab,India 06/2021 - 05/2023
Utkal University B.Sc. information Technology & Management	Bhubaneswar, Odisha 05/2018 - 05/2021
SVM Junior Autonomous College	Jagatsinghpur, Odisha
Science (PCM)	05/2016 - 03/2018
Kalinga English Medium School	Cuttack, Odisha
10th	03/2015 - 03/2016

#### Skills

Strong communication · interpersonal skills · Problem-solving. · Analytical thinking · Time management · Customer service and support · Proficient in MS Office (Word, Excel, PowerPoint, Outlook) · Team collaboration · Adaptability

## Languages

English Proficient ••••

HINDI Proficient ●●●

Odia Native ••••

#### Certification

NISM-Series-V-A — Mutual Fund Distributor from National institute of securities market.

Entrepreneurship Essentials Certification Program. — NPTEL SWAYAM

Advance Excel — Certification from Newton School

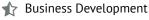
Fundamental Of Digital Marketing — Certification from Google Garage

# **Key Achievements**



#### Top Sales Manager Award

Recognized as the top sales manager in 2023 & 2024 for leading the team to achieve a 40% increase in sales revenue.



• Onboarded 35 new schools and 18 channel partners within the first 6 months, exceeding quarterly targets by 20%.



• Negotiated improved terms with 5 key accounts, resulting in a 12% increase in profit margins.

# **CRM System Implementation**

• Implemented CRM system, resulting in a 30% increase in sales efficiency and 20% improvement in customer satisfaction.

#### **Passions**



#### Strategic Market Expansion

Passionate about identifying and capitalizing on new market opportunities to drive business growth and success.

#### Leadership Development

Committed to developing and mentoring the next generation of sales leaders through innovative training programs.

#### Find me online

in linkedin.com/in/kumar-gourav-035b57199

Kumar Gourav