



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
<ul style="list-style-type: none">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
<ul style="list-style-type: none">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	Punjab, India
Master of Business Administration	06/2021 - 05/2023
Utkal University	Bhubaneswar, Odisha
B.Sc. information Technology & Management	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.

★ Business Development

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

🧠 High-Value Contract Negotiation

- 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

 [linkedin.com/in/kumar-gourav-035b57199](https://www.linkedin.com/in/kumar-gourav-035b57199)
Kumar Gourav