

Pankaj Kumar

Delhi

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Work Experience

Business Development Executive

Chelvies Hospitality Pvt. Ltd.-Noida, Uttar Pradesh

July 2023 to July 2024

- Identify potential franchisees through various channels such as networking, referrals, and cold calling.
- Present franchise opportunities to prospective buyers and demonstrate the benefits of owning a franchise within the company.
- Maintain a pipeline of leads and manage the sales process from initial contact through closing.
- Conduct market research to understand industry trends and identify new opportunities for franchise expansion.
- Analyze competitor activities and industry benchmarks to develop strategies that position the franchise as a market leader.
- Some travel was required to attend trade shows, meet with prospective franchisees, or visit franchise locations.

Sales Executive

Durga Motors-Delhi, Delhi

May 2017 to September 2022

- Listing of cars on various online portals like cartrade. com, carwale. com, olx. com and Droom.
- Work on the leads provided by the portals and convert them into sales and close the deal.
- Give response to the customers on the portals through messages, emails, calls and whatsapp.
- Arrange the vehicle for test drive and give assistance to the customer.
- Provide all the details regarding the vehicle and sale process through loan and cheque.
- Collect all the documents for auto loan from the customer through emails, what'sapp and physically.
- Make the strong relationship with the customers.

Seller Catalog Enrichment

IndiaMART InterMESH Ltd-Noida, Uttar Pradesh

March 2020 to March 2020

It was a seller catalog enrichment programme. part of job was make and maintain the seller's catalog of Indiamart.

Marketing & sales

Operation Executive

OMSI. IN-Delhi, Delhi

August 2016 to April 2017

- Filtration of daily orders list and forward it to the relevant vendors.
- Maintain the tracking-id of the orders and provide it to the customers through email.
- Provide information about the price change, tracking-id and other things to the customers through

emails and calls.

- Provide the solution of the customer's query and disputes through the emails and calls.

Education

Bachelor's in Science(H) Mathematics

Dyal Singh College - Delhi, Delhi

July 2017 to July 2017

Skills / IT Skills

- Microsoft Office
- E-commerce
- Marketing
- English
- Analysis skills
- Microsoft Excel
- Expert
- Fluent
- Computer Typing
- Customer service
- Sales
- Hindi