

# SUMIT KUMAR

TERRITORY SALES OFFICER

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EMAIL | sumitenfield1994@gmail.com  
LOCATION | Patna, Bihar, INDIA  
EXPERIENCE | 2 Years 11 Months

## Key Skills

- Sales
- Marketing
- Business Development
- Advertising
- Client Relationship Management
- Product Promotion

## Languages

- Hindi
- English
- Maithili

## Profile Summary

1 and 5 month experience in TVS as assistant manager in sales. Currently working as Territory Sales Officer in Hero Motocorp. Good experience in 2Wheeler industry in sales and marketing. Key Responsibility Area:- Authorised dealership handling and sales improvement, maintaining market share in the assigned territory, Team handling, CRM, Enquiry generation & BTL activities, dealership visit & inspection, stock and dispatch management, system process monitoring are some other part of my work.

## Work Experience

### Territory Sales Officer

Hero Motocorp

06/2023 - Present

Dealership network mgt, Vahan MS, territory sales planning, distribution and achievement. Training, monitoring and coordination of DSE & DNM. SN visit, product training, dealership DSE recruitment and all.

### Fsc Manager

TVS Motor

01/2022 - 06/2023

Worked on authorised dealership project in Tvs motor where I focus on overall performance and system process, sales, inspection of showroom and track registrations record of all ADs of my territory.

## Education

MBA/PGDM - Marketing

2020

LNMI, Patna.

Grade - 63%

**B.Com - Commerce**

2016

B N Mandal University (BNMU)

**12th**

2012

Bihar , Hindi

Grade - 60-64.9%

**10th**

2010

Bihar , Hindi

Grade - 60-64.9%