

VAIBHAV KUMAR

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SYNOPSIS

- MBA, with over experience in domains like Electric Vehicle Lithium Batteries, EV (2W &3W) Battery Business Development, Auto Sales.
- Leading the Business Development, OEM Alliance, Strategic Planning and Management of Lithium Battery for Electric vehicle portfolio, Key Account Management, Liaising.
- Proven Leadership ability to achieve revenue gains and remain focused on customer satisfaction throughout all stages. Experienced, expert presenter, negotiator and call closer.
- Masters in Business Administration from IET Lucknow (AKTU)
- Good understanding of Lithium Batteries (NMC & LFP), Cells, Battery Management Systems (BMS), Battery Packs.
- Proven ability to work well in a cross-functional team environment; team player, multitasking.
- Smoothly handles complex negotiations to ensure the organisation's profitability.
- Fluent in English, good communication and interpersonal skills

CAREER PROGRESSION

INVERTED ENERGY PVT.LTD.

June 2024 - Present

Sales Associate

- Working as Sales Associate for lithium batteries of Electric vehicles.
- Leading the Business development Team and Working with Engineering & Design Team for product development to enhance the sales of lithium batteries as per market trend in Electric mobility.
- Responsible for corporate alliance with key accounts and major OEMs to ensure increased business revenue and higher sales.
- Working cross-functionally with the service team, and developing the service network which includes the training of service technicians to ensure timely solutions and maintain the customer satisfaction level high.

INDIAMART INTERMESH LTD.

July 2023 - June 2024

Business Development Executive

- Retaining and renewing customers as well as maximising the revenue while upselling.
- Driving towards customer delight and ensuring smooth rendering of services.
- Acting like a consultant to the client and offering them recommended services and solutions.

- Ensures all the customer issues are being resolved on priority with promptness.
- Handle Inbound calls/make Outbound calls for resolving real-time Customer queries, Customer retention, and offering certain marketing offers, etc.
- Meet the average response time along with productivity while ensuring you follow all quality parameters, SLA with 100% Customer satisfaction.
- Proven experience working in MS Word, developing sheets in MS Excel, and client ready presentations using PowerPoint and other similar tools.

Internship

ARADHYA ENTERPRISES (lucknow)

Oct 2022 - Dec 2022

Marketing Executive

- ARADHYA ENTERPRISES is a product and service based company which deals in Solar panel and Batteries.
- There I joined as a Marketing executive to complete my internship where I learned how to prepare a survey report, How to manage and enhance sales, How to research in Market and how to build a relation with customers.

ACHIEVEMENTS

- Get a Certificate of Renewal Champ of the Month to achieve the Highest Number of renewal.



EDUCATIONAL QUALIFICATION

Degee	Specialisation	CGPA	Year	University
MBA	Marketing & Finance	7	2023	Dr APJ Abdul Kalam Technical University
B.Voc	Marketing Management & Retail Business	6.9	2021	University of Delhi

Course/ Certificate

- Student Development Program on Advance Excel with Power Bi :- July 9th 2022
(A joint Initiative of MeitY & IIT Kanpur)
- Foundation of Digital Marketing and E-Commerce course : May 18th 2023
(Course authorised by Google and offered by Coursera)
<https://coursera.org/verify/XC4VGQ5UNEVJ>

Skills

- MS office (Word, Powerpoint & Excel)
- Option Trading & graph analysing
- Fund Diversification & Financial Planning

PERSONAL VITAE

- Date of Birth 18 June 1998
- Father Name Anurag
- Marital Status Single
- Language Proficiency English & Hindi
- Home Town Jaunpur (U.P)

(VAIBHAV KUMAR)
