



HITESH KUMAR

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SUMMARY

Dedicated and results-driven Sales Manager with over 6+ years of experience in the industry. Proven track record of consistently exceeding sales targets and driving revenue growth. Skilled in leading high-performing sales teams, developing effective sales strategies, and building strong client relationships.

SKILLS

- Influential Negotiation Skills
- Supervision & Leadership
- B2B Sales
- Effective communication
- Team Building
- Lead Identification and Generation
- Business Process Improvement
- Product & Market Research
- B2C Sales
- Key Account Management
- Sales Cycle

EXPERIENCE

JUNIOR SALES MANAGER, 01/2022 - Current

The Commodity Hub, Gurgaon

- Analyzed market trends and identified potential customers for targeted campaigns
- Facilitated strategic planning meetings to develop short-term and long-term goals for the sales team
- Maintained accurate records of all sales activities including account information, order history, contacts
- Identifying, preparing, submitting, and managing tenders or bids in response to specific opportunities presented by clients
- Expand the relationships with existing customers by continuously proposing solutions that meet their objectives
- Managed customer relationships, providing excellent service and support
- Generated leads through cold calling, emailing, networking events
- Handle the entire process of tendering/auctions to secure business opportunities, contracts, or projects for an organization.

SENIOR ACADEMIC COUNSELOR, 01/2019 - 12/2021

Vedantu Innovations Private Limited, Noida

- Held daily check-ins with team members to set objectives and monitor progress
- Growing and developing relationships with clients by generating new sales that will turn into long-lasting relationships
- Meeting with parents and their child's to provide them advice and support in their

educational programs

- Maintained the excellent relationship with the students, parents and helped students in choosing right career
- Identifying the needs and helping underachieving students by making changes in curriculum and discuss about new programs
- Introduced new educational technology and procedures to parents and their child's.

TRAINEE ENGINEER, 11/2017 - 12/2018

Blue Star Limited, Himachal Pradesh

- Worked on all stations of line which was responsible for assembling of indoor unit and outdoor unit of air conditioner
- Established a 5's program which improved line efficiency and reduced accidents to zero and incidents per quarter
- Worked for all aspects of assembling work of air conditioner including loading, brazing, gas charging, testing and till the final packing
- Supervised a team of 40 manpower responsible for full AC part assembly of IDU & ODU on line.

EDUCATION AND TRAINING

MDU, Rohtak, 07/2016

B.TECH: Computer Science

C.B.S.E, New Delhi, 06/2012

INTERMEDIATE: Non Medical

C.B.S.E, New Delhi, 06/2010

HIGH SCHOOL

LANGUAGES

Hindi: First Language

English: B2

Upper Intermediate (B2)

ACTIVITIES AND HONORS

- Attend various Global Coaltrans Seminars and Conferences in our industry to stay updated on the latest trends.
- Invited as a Judge in IRO (India Robot Olympiad) 2014 for Regional Tournament by India Steam Foundation.
- Got Fire Fighting Training for workplaces where got practical knowledge of using different types of fire extinguishers for different types of fire.
- Invited as a Judge in FLL (First Lego League) India World Class 2014-15 by India Steam Foundation.
- Participated in a Bike Rally organized by District Election Office (DEO), North in Delhi Assembly Election, 2013