

Vikas Kumar

BUSINESS DEVELOPMENT

Mobile No.- 9582464966
Email Id: Kumarvik043@gmail.com

Executive Summary

- Self-motivated sales officer with 7.5 years of experience.
- A professional who quickly analyses the field to drive successful business.

Areas of Expertise

PROFESSIONAL

- Business Development.
- Medical Loans.
- Hospital coordinations.
- Portfolio Reviews.

Education

Bachelors in Arts
Delhi University-SOL
2006-2009
Senior Secondary (XII)
C.B.S.E. with 65%
2005-2006
Matriculation (X)
C.B.S.E. with 60%
2003- 2004

Honors and Awards

Achieved Highest Disbursal Target Award
August 2021 - December 2021

Work Experience

Carepay Money

Business development
manager

8th August 23 to 15th April 24

- Medical Loans- involvement in sales credit collections and marketing.
- Meeting with hospital staff and doctors regarding medical loans.
- Coordinate with hospital staff, sales team, and branding team.
- maintain a fruitful conversation with medical staff to drive business.
- Actively coordinates with collection team to review portfolio delinquency, losses, and frauds.
- Sales and onboarding

Gmoney pvt ltd

Territory Sales manager

16th may 2022 to July
2023

- Medical Loans- involvement in sales credit collections and marketing.
- Meeting with hospital staff and doctors regarding medical loans.
- Coordinate with hospital staff, sales team, and branding team.
- maintain a fruitful conversation with medical staff to drive business.
- Actively coordinates with collection team to review portfolio delinquency, losses, and frauds.

UNO FINANCE

Relationship Manager

Feb 2019 - May 2022

- Medical Loans- involvement in sales credit collections and marketing.
- Meeting with hospital staff and doctors regarding medical loans.
- Coordinate with hospital staff, sales team, and branding team.
- maintain a fruitful conversation with medical staff to drive business.
- Actively coordinates with collection team to review portfolio delinquency, losses, and frauds.

PUSHKAR PREMIUM PAUSHTIK FOOD PVT LTD

Sr. Sales Officer

Feb 2015 - December 2018

- Responsible for managing business development and sourcing functions.
- Built and maintained relationships with new and existing dealers that resulted in increased sales and market growth.
- Defined strategic client acquisition that resulted in a more efficient sales and prospecting process.
- Proactively identified dealers' perspectives and needs and developed appropriate and suitable solutions.
- Identified new customers through cold calling activities, both in-person and telemarketing.
- Worked with the Clients and Dealers: Kalka Traders, SS Brothers,

Anurag Brothers, and Others.

