

## **DEEPAK KUMAR**

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### **OBJECTIVE**

To work in a growth oriented organization that has a challenging work environment that will enhance my learning curve and sharpen my knowledge skills.

### **EDUCATION**

Degree/examination	University/Board	Name of Institution	Year of Passing	Percentage of marks
B.A.(Bachelor of Arts)	Swami Vivekanand Subharati University, Meerut(U.P.)	Directory Of Distance Education	2023	76%
Diploma In Mechanical Engineering	Dayalbagh Educational Institute	Technical college	2010-2013	62.3
Certificate course in Fitter Trade	Dayalbagh Educational Institute	Technical college	2008-2009	75.75
Matriculation	Borad of School Education Haryana	Geeta Niketan Sr. Sec. School chaura(Karnal)	2005-2006	6.80(GPA)
Intermediate	Open Board of School Education Haryana	Open School Haryana	April 2021	35%

### **WORK EXPERIENCE**

- **Currently Working in Hopcharge As a Team Leader in Gurgaon. (February 2022 To Till Date)**
- **2.2 Years Experience In Cars24 As a Senior Sales Executive In Gurgaon. (March 2020 To February 2022)**
- **1 Year Experience in Credr Bike As a Sales Executive. (February 2019 To March 2020)**
- **1 Year Experience in Quikr Bike India Pvt. Ltd. As a Sales Executive. (December 2017 To January 2019)**
- **4 YEAR 4 Month working Experience in YAMAHA MOTORS IN QUALITY AND FINAL INSPECTION DEPARTMENT IN SURAJPUR PLANT, NOIDA(U.P.). (July 2013 To November 2017)**
- **1 Year work experience as CNC operator in M/S Shivam Autotech LTD. Binola, Gurgaon(Haryana). (July 2009 To June 2010)**

## **Company Profile**

- **The world's first on-demand electric vehicle charging service. Provider of on-demand electric vehicle charging solutions. The company offers ondemand doorstep-based electric vehicle charging solutions for users, fleet owners, etc. It offers features like claims to optimize infrastructure constraints, battery life management, etc. Users can schedule for charging of their vehicle by providing location, time details, etc, and claims to get an on-demand charging facility at the doorstep.**

## **JOB PROFILE**

- Expand and strengthen the position in the Gurgaon and Delhi ncr B2B (like Workplace, Automotive, Fleet, retail, corporates, leasing) and B2C (Home) via direct and indirect channels.
- Build and lead a great team of commercial specialists within EV Charging. The team consists of senior B2B Account Managers and Key Account/Tender Managers.
- Develop business and create new partnership models with i.e. regional, national automotive players, fleet companies, large corporates, hotels, supermarkets.
- Attending to customer queries and it's requirement.
- To adopt best industry practices to bring about positive changes in the system.
- Plan and monitor efficient counter sales with marketing schemes periodically.
- Work closely with internal and external customers and vendors to support process or system improvements in an effort to improve organizational performance and intelligence.
- Customer handling, and interaction with Customers for purchase & sale of vehicles.
- Existing Dealers handling, & approach to new dealers for business growth.
- Explain Ev Charging Subscription and benefits to customer.
- Conducting daily and weekly sales meeting with showroom sales staff.
- Determining individual and team sales goals.
- Ensuring that accurate customer data is kept in administrative databases.
- Finding out a customer needs through talking to them.
- Developing and coordinating best practice for the most efficient and effective sales approach.

## **RESPONSIBILITIES**

- Work in close collaboration with your peer, the Head of Operations and Solutions to develop, sell and operate the best EV Charging Solutions available on the market.
- Part of the Management Team and you report directly to the MD of the business line.
- Responsible for attaining and driving improvements to key performance.
- I have to attend meeting with Tata Showrooms.
- Seeking out new customers and sales opportunities for driving revenue.
- Build long term relationships with key contacts at target customers.
- Initiate promotional events for the company at trade events.
- Responsible for generating new dealers at the respective location.
- Responsible for the renewal of existing dealer contract.
- Building cordial relationship with Dealer.

- Taking regular feedback from dealer & executing improvisation plan for the same.

### **INDUSTRIAL TRAINING AND VISITS**

- Did 30 days summer training in *India Yamaha Motor PVT. LTD. Noida.*
- Did 4 days visits in various industries situated in Agra
- Process and Product development Centre(PPDC)
  - Atul Generator
  - Benara Pistons
  - Aerial Delivery research and development establishment(ADRDE)

### **KEY SKILLS**

- Excellent knowledge of major automobile parts and lubricants.
- Excellent management and supervisory skills.
- Responsible in performing task in a safe and accurate manner.
- Experience in auto parts industry.
- Well versed with computer skills like Microsoft Word, Excel and the internet.
- Problem solving attitude.

### **HOBBIES**

- Watching and playing cricket
- Reading news paper
- Gardening

### **PERSONAL PARTICULARS**

Date of birth	: 20 December 1990
Father's name	: Sh. Labh Singh
Languages Known	: Hindi, English, Punjabi
Sex	: Male
Marital status	: Married

(DEEPAK KUMAR)

