

CURRICULUM VITAE

MUKESH KUMAR

TERRITORY SALES MANAGER

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CAREER OBJECTIVE

To leverage my expertise in order management and customer service to streamline processes, enhance efficiency, and drive exceptional customer satisfaction. Seeking a dynamic role where I can utilize my organizational skills, attention to detail, and problem-solving abilities to contribute to the success of the organization while fostering professional growth.

PROFESSIONAL QUALIFICATION

- **MBA** from **HINDUSTAN INSTITUTE of TECHNOLOGY, Greater Noida** affiliated to UPTU, Lucknow Uttar Pradesh.

Academic Qualifications:-

- B.Com from Dr. B. R. A. University Agra in 2005.
- SSC from UP Board Allahabad in 2002.
- HSC from UP Board Allahabad in 2000.

COMPUTER SKILLS

- Operative knowledge of Computer Fundamentals.
- Microsoft Office tools - word, excel, power point etc.
- Working knowledge of Internet.

WORKING EXPERIENCE

TAEHWA Enterprises India Pvt Ltd as Territory Sales Manager (Fan Division) (2016- till now)

Job role- Handling Ceiling Fans and Ventilation Fans with BLDC Motor Based Technologies

Based energy saving fans. Handling Distribution Channel management, primary and Secondary sales for Ceiling Fans & Ventilation Fan range with assigned Territory.

1. **Customer Relationship Management:** Build and maintain strong relationships with existing and potential customers. This includes understanding their requirements, addressing concerns, and providing solutions to enhance customer satisfaction and loyalty.
2. **Team Leadership and Management:** Supervise and lead a team of sales representatives within the territory. Provide guidance, support, and training to ensure the team meets their targets and objectives effectively.
3. **Product Knowledge and Promotion:** Possess a deep understanding of the company's products or services and effectively communicate their features, benefits, and value propositions to customers. Develop and implement promotional activities to increase product visibility and market share.
4. **Territory Management:** Responsible for managing a designated geographic area, including developing sales plans, setting targets, and identifying growth opportunities within the territory.

5. **Sales Forecasting and Reporting:** Forecast sales projections for the territory and provide regular reports on sales performance, market trends, and competitor activities to management.
6. **Budget Management:** Manage the sales budget for the territory, including expenses, promotional activities, and incentives, to ensure cost-effectiveness and maximize return
7. **Continuous Improvement:** Continuously monitor and evaluate sales performance, market trends, and customer feedback to identify areas for improvement and implement corrective actions as necessary.

Bajaj Electricals Limited, as a Territory Sale In charge (2014 to 2016)

- **Job role-**

1. Handling Distribution Channel management, primary and secondary sales for Ceiling Fans & Ventilation Fan range assigned territory.
2. Build and maintain relationships with key customers, understanding their needs and preferences as per requirement.
3. Conduct regular meetings and visits with clients and product promotion activities to address concerns, gather feedback, and strengthen partnerships.
4. Resolve escalated customer issues and complaints in a timely and satisfactory manner.
5. Prepare regular reports on sales performance, market trends, and competitor activities for management review.
6. Analyze sales data to identify areas of improvement and develop action plans accordingly.

Siemens Limited, Gurgaon as Sales Associate-Distributor network handling

- **Job role-**

1. Major works were Retail Business Channel for increasing number of Channel partner for Modular Wiring accessories, MCBs (North and West Delhi) from Feb.2013 to 10th Sept 2014.
2. Develop and implement sales strategies to achieve revenue targets within the assigned territory.
3. Monitor sales performance and KPIs, analyzing data to identify opportunities for improvement.
4. Lead and motivate the sales team to meet and exceed sales objectives.

Rajco Metal Industries Pvt. Ltd. Ghaziabad as Marketing Executive

- **Job role-**

1. The company deals in all type of Copper tubes, Copper Coils for Plumbing system.
2. Develop comprehensive marketing plans and strategies to promote company products and services.
3. Define target audiences, positioning, messaging, and promotional tactics to effectively reach and engage customers.
4. Build and maintain relationships with existing customers, ensuring high levels of satisfaction and loyalty.
5. Collect feedback from customers to identify areas for improvement and inform product development and marketing strategies.

Sai Fire Appliances Pvt. Ltd. Noida as Marketing Executive

- **Job role-**

6. The company deals in all type of Fire Fighting Works, Portable type Fire Extinguisher & Hydrant Systems.
7. Work closely with the sales team to provide marketing support, including collateral,

presentations, and training.

8. Collaborate with sales representatives to develop targeted marketing campaigns and promotions to support sales efforts.

SKILLS

- Dealers & Distributer Handling
- Team Handling and Report Management
- Great presentation skill to customers
- Good communication and interpersonal skill
- Result Oriented, Self Motivated.
- Good Exposure of Channel Sales

RESPONSIBILITIES

- Promotional Plans for Business Developments.
- Appointment to Dealers / Distributors for review of markets
- Focus on premium customers and channels
- Sales performances plans implements
- Conflict Management
- Expansion and Exploration of B2B market network

STRENGTH & HOBBIES

Strength:-

Optimistic, Communication, Positive attitude Honesty, Ability to work in hard conditions.

Hobbies:-

Reading Newspaper, Books, Playing Games like Cricket Making friends.

PERSONAL DETAILS

Name	: Mukesh Kumar
Date of Birth	: 05-08-1985
Father's Name	: Shri Ramji Lal
Gender	: Male
Nationality	: Indian
Marital status	: Married
Languages Known	: English and Hindi
Permanent Address	: Vill. & Post- Satha, Nagla, Near Harduaganj Railway Station District- Aligarh, (UP)

Declaration:

I hereby declare that the above information given is true to the best of my knowledge. I look forward to a chance to prove my competency and worth.

Date :

Place :

Mukesh Kumar