



# Prabhat Kumar

Flat No. 309,3rd Floor, Best Home-4, Plot No. 82-83, Gali No. 4,  
Sharfabad, Noida Sector-73, Uttar Pradesh-201304

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## Objective

To work in an environment which encourages me to succeed and grow professionally where I can utilize my skills and knowledge appropriately.

## Experience

- Hitachi-jhonsan control** 2/06/2022 - 31/09/2022  
Sales executive  
Roles-Attracting new clients & Interacting/Managing customer and Lead generation  
Responsibilities-- I used to give daily sales report of Hitachi Ac and competitors Ac.
- Indiamart Intermesh Ltd.** 09/2023 -  
Sales Executive  
Key Responsibilities  
1.Client retention: Retaining and renewing customers.  
2.Revenue maximization: Upselling other services to maximize revenue.  
3.Complaints resolution: Promptly resolving client complaints.  
4.Data analysis: Monitoring and analyzing key data, such as sales figures, productivity ratios, and client work status.  
5.Forecasting: Accurately forecasting revenue streams.

## Education

- Baldwin Academy/CBSE** 2013  
Matriculation  
74.1%
- M.H.S College/BSEB** 2016  
Intermediate  
66.4%
- Regional College of Management** 2020  
BBA  
61.5%
- G. L. Bajaj Institute of management & research** 2023  
Post Graduate in diploma Management  
5.01 CGPA

## Skills

- Leadership
- B2B marketing Strategy
- Public speaking
- Sales Presentation

## Interests

- Traveling
- Playing cricket

## Personal Details

- Date of Birth : 20/11/1998

## Reference

- **Shreyansh Sarda - Dabur India Limited**  
Senior sales Manager  
7499616821
- **Nishikant gautam - Physics Wallah**  
Marketing Manager  
9140267775