

NIKIL KUMAR

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LinkedIn/Portfolio

A-77/78, near old shiv mandir, Begampur, Sector 38, Begum Pur, Delhi, 110086



EXPERIENCE

Sales Executive

Alembic Pharmaceuticals

03/2023 - 04/2024 Delhi

Company Description

- Managed customer relationship through consultative Sales technique to attend individual self goals.
- Participated in continuous product development training to maximize sales potential.
- Liaised With potential customer to determine needs and provide recommendations.
- Share new product and promotion with customer to increase Sales

Channel Sales executive

Zydus Healthcare

01/2023 - 02/2023 Hissar

EDUCATION

MBA in Sales&Marketing

Chitkara University

08/2022 - 08/2024

B Pharm

S.D.COLLEGE OF PHARMACY AND VOCATIONAL STUDIES MUZAFFARNAGAR

08/2021

XII

D.A.V Inter college Unn Shamli

06/2017

X

GGG HIGH SS School, Chusana Shamli

07/2015

SUMMARY

Professional sales executive with 1.1 month year of experience maintaining superb customer care while attending to high call volume conduct sales out reach activities according to establish objective driven to maximize daily effort to achieve call volume and talk time requirement.

KEY ACHIEVEMENTS

Top Sales basic parameters

Received the excellences on commendable performance
100% of sgpi compliance.

SKILLS

Strategic planning

Client relationship management

Contract negotiation

Seles training and development

Team leadership

CERTIFICATION

Market strategic framework

Focused on marketing plan, significance of strategic marketing in the complex business world, essential in designing a strategic marketing framework learn from great learning platform.

Management of field sales

Focused on customer value strategic selling, selling learn from online platform NPTEL IIT Kanpur

STRENGTHS



HonestDedicationSelf motivatedWork ethics