

HARENDRA KUMAR

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Patna-20

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SALES, MARKETING & BUSINESS DEVELOPMENT

- Retail Sales & Marketing - Business Development - Product Promotion
- Client Relationship Management - Revenue Generation - Team Management

- ❑ **Competent Professional with over 2 years of experience in business Development, Sales & Marketing**
- ❑ **BBA** with experience of nearly **2 years** in managing **Business Development functions** encompassing Sales, Client Relationship Management & Team Management in diversified sectors.
- ❑ **Currently associated with Magadh Mahan TMT Pvt. Ltd. Patna (Bihar)**
- ❑ A keen executor with exposure in managing entire sales operations by ensuring optimal utilisation of resources.
- ❑ Experienced in increasing sales revenues, **exceeding targeted sales goals**, developing profitable and productive business relationships, coordinating with decision-makers, building an extensive client base, and market development; Distinction of accomplishing multi fold revenue increase.
- ❑ Proven skills in breaking new avenues & driving revenue growth and proactively conducting **opportunity** analysis by keeping abreast of market trends/ competitor moves to achieve market-share metrics.
- ❑ Skills in developing relationships with **key decision-makers** in target organisations for revenue.
- ❑ Exceptional work ethic, routinely use available time to solve organisational problems, ability to work without the need for direct supervision, **multi-tasking, and timely completion of all assignments.**

OBJECTIVE

- ❑ Management position where I can effectively utilize my expertise and knowledge to contribute to the organizational interest and also learn new things.

ORGANISATIONAL SCAN

June 2022 To Present Date: Magadh Mahan TMT Pvt. Ltd. ,Patna
(Bihar)

Marketing Officer - Marketing

Key Deliverables:

- ☐ To Attain monthly sale target covering all my Areas.
- ☐ Driving business growth through sales of **TMT BAR** identification & penetration of market segments for attainment of targets with a view to optimize revenue.
- ☐ The job responsibility is to manage the sales promotion and accountable for achieving the business targets and increase the sales growth.
- ☐ Coordinating between **MMPL HO & Plant** , for dispatch and billing details.

Notable Attainments:

- ☐ Manage the Retail network sales.
- ☐ Acquired new market segments of **TMT BAR** distribution in my areas; effectively coordinated Dealers supply.
- ☐ Received positive compliments and feedback from the higher management.

ACADEMIC CREDENTIALS

❖ BBA	Patna University
❖ Intermediate	B.S.E.B. Patna
❖ High school	B.S.E.B. Patna

Computer skills:

Microsoft office suit- M S word and PowerPoint, Windows XP and M S Excel.

Personal details:

Father's Name	: Mr.Paramhans Singh
Date of Birth	: 05.01.1997
Sex	: Male
Marital Status	: Unmarried
Nationality	: Indian
Languages Know	: English, Hindi
Hobby	: Swimming & liasing Music

Declarations

I hereby declare that all the above information are true and correct to best of my knowledge.

Date-

Place-

Harendra Kumar

