

PRADEEP KUMAR

Business Development Manager

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CAREER OBJECTIVE

Having 11 years experience in Retail & marketing and looking for challenging opportunity in an organization providing me a good environment along with suitable opportunity for professional development, where I can be a key team member, making meaningful contribution in the growth and success of organization by delivering results using my skills.

KNOWLEDGE PREVIEW

- Handling sales and distribution of , Gold & Diamod Jewellery Products, thereby achieving increased sales.
- Implementing periodic schemes/ plans and strategies of organization.
- Interacting with new retail parties for business and generate new prospect for services.
- Identify target retail parties across the region and implementing sales strategies to achieve targeted business volumes.
- Interfacing with retail parties and recommending them the most viable product/ services and cultivating relations with them for securing repeat business.
- Persuading retail parties about products and negotiating and finalizing deals. Provides service support to the parties and resolving their issues.
- Resourceful in parties servicing, assessing parties' queries and providing apt solutions.
- Possess good interpersonal, communication and analytical skills.
- Significant exposure in identifying and tapping new parties for escalating sales.



PERSONAL SKILLS

- Comprehensive problem solving and retail parties handling abilities, team facilitator, willingness to learn.
- Looking after sales and distribution of entire respected areas.
- Interpersonal effectiveness and ability to build good relationship with channel partners.
- Appreciation of retail parties preferences.
- Creativity and ability to manage medium teams.
- Good communication (English, Hindi and Local Language).

WORK EXPERIENCE

- **I working as Business development manager in Armaa jewels from 2018 to till date. ..**
- In this company my responsibilities are: to achieve primary sales and secondary sales. To open new retail outlets and review existing outlets as well. In this organization my achievements against responsibilities are: I have achieved my 90% of my primary sales target. I have opened 6 new counters with 10 existing counters who switches from the competitors brands. I have done additional sales promotional activity to attract the consumers and all the new/existing counters as well for more sales from the retail outlets like internal and external branding of the retailers, circulation of day to day company schemes for retailers as well as consumers to achieve more sales from the retail outlets. At last my prime work is to generate desired level of business for the organization
- **I worked as a store manager in Gitanjali store , patna with chanel partner (Dec 2014 to Dec 2018).**
In Nakshatra my responsibilities are: to achieve sales. In this organization my achievements against responsibilities are: I have achieved my 70% of sales target. At last my prime work is to generate desired level of business for the organization
- **I have worked as a Sr.Regional Sales Executive, Bihar in GILI INDIA LTD (2010 to 2014)**



EDUCATIONAL QUALIFICATION

- (1) Graduation from Patna university .
- (2) Intermediate from patna university .
- (3) Complete Diploma courses from paradigm infoways in computer.

PERSONAL INFORMATION

Date of Birth	:	01-03-1981
Language Known	:	Hindi& English
Marital Status	:	Married
Nationality	:	Indian
Strengths	:	Good communication & presentation skills, Leadership Quality, Adaptability, Technical savvy ability to work in group.
Weakness	:	High Ambition
Hobbiee	:	Traveling and Surfing Internet.

PLACE: Mumbai

DATE:

Pradeep Kumar

