

# Sumit Kumar

**Business Development Executive**  
**IT MNC GROUP**  
**Total Experience 4.5 yrs**

## Address:

D-5 New Ashok Nagar, New Delhi, 110096  
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## CAREER OBJECTIVE

Seeking an entry-level position where I can grow my skills as a marketing professional and contribute to the overall success of a company. My previous experiences and top-notch sales skills have helped shape me in this industry and have given me a basis from which to grow.

## KEY SKILLS

- Business Development, Client Relationship Management, Building the sales funnel generating leads via cold calling,
- IT Sales, IT Marketing, Enterprise Sales, SAAS Sales,
- Lead Generation , Inside Sales,
- B2B Sales, B2C Sales,
- Inside Sales, USA, UK, Canada, Australia Inside Sales Manager,

## ACADEMIC PROFILE

Year(s)	Qualification Degree/Certificate	Board/ University	Percentage/CGPA
2008 To 2012	B.TECH	VELS University	<b>71%</b>
2007	12 <sup>th</sup>	NIOS , Patna	<b>58%</b>
2005	10 <sup>th</sup>	BSEB , Patna	<b>60%</b>

## WORK EXPERIENCE

**Company:** IT MNC GROUP

**Designation:** Business Development Executive

**Work location:** Noida

**Experience:** 4.5 year (April 2017 to Till Now)

**Quarterly Seles target:** \$10K USD

**Responsibilities:**

- Doing bidding on various bidding portals like freelance, Guru and Up work.
- Deals with the clients through emails and various other means of communications.
- Generating business through leads received thru email marketing/LinkedIn; other sources, client requirements, client relationship channels.
- Direct and online marketing of web based software applications.

## PERSONAL DETAILS

Name : Sumit Kumar  
Date of Birth : April 11, 1989  
Gender : Male  
Nationality : Indian  
Language Proficiency : English (R/W/S), Hindi (R/W/S)  
Hobbies : Cooking, Photography, Internet surfing.  
Permanent Address : D-5, New Ashok Nagar, New Delhi, Pin- 110096

**Place:**

**Date:**

**Sumit Kumar**