

Mukul Kumar

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Professional Summary

Experience of various domain and geography for IT/Non IT industry .This includes Data Analysis, Reporting, Marketing, Business Development and sales for product, services and customer support. Having result oriented, mission critical assignments, implemented and maintain further growth of assigned work. Works effectively from start to build team and make the center profitable.

Technical Skills

Applications: Advance Microsoft office (Word, Excel, PowerPoint), Macros, MS Project
Programming Language: Python
Database: SQL

Areas of Expertise

Client Management • Planning and Monitoring • Business Development • Business analysis • Data Management and Reporting • ERP / CRM Solutions • Data Analysis • Machine Learning

Strengths

- Possess excellent communication and presentation skills
- Ability to understand and capture technical as well as business requirements
- Proficient in working with Data
- Dedicated , self driven and Hard working

Professional Experience

Velankani Information Systems Ltd (Dec 2017 till date)

It's a electronic division of Velankani Group. I was assigned to introduce their network switches as **sales lead SMB**.

- Explore the assigned territory to address direct as well as indirect customer. Worked with Retailers and direct client to develop strategies to increase customer base and brand value. Align road map to establish brand to different customer segments.
- Formulate strategies for other states in terms of Market Analysis and research with respect to variables taking consideration to find out yearly growth of around 30%.
- Assured Client requirements are properly identified and delivered to achieve business objectives managed and implemented.
- Forecast and monitor revenue streams by reviewing marketing information, sales patterns, expected growth and established targets.
- Keep top management informed of sales and channel development activities through weekly sales pipeline reviews, quarterly audits and half yearly reviews

RverseLogic Technologies (July 2017 to Nov 2017)

It was an MSME and repairer of set-top boxes. We wre repairing different models of set-top boxes for Broadcaster like Reliance communication.

Maintain existing customer and explore new local customers for business growth

Tap other Broadcaster, DTH and internet net service provider to increase business

Apart from local Repairing explore other Electronic Service business and sign contract with them

Anant Solutions (from Jan'2015 to June'2017)

They were into business of IT Related product and Services. Along with their core business of DATA RECOVERY they were addressing other customer needs also. As startup my contribution was as consultant to establish their business and brand promotion.

My responsibilities were as below.

- Responsible for revenue growth for products and services as per market situation/information.
- To provide specific solutions/technology/product, technical & sales support for assigned accounts in assigned segment. Overcome specific technical issues and concerns to ensure customer need.
- Take assignment for Data Analysis as new dimension for business growth.
- Forecast and monitor revenue streams by reviewing marketing information, sales patterns, expected growth and established targets accordingly manage and promote branding activities.

Cubic Computing Pvt Ltd (from July'2014 to Dec 2014)

They are partner for Apple and other OEM for IT infrastructure solution based in Bangalore. As an aggressive step towards business expansion they gave me opportunity to build, develop and strengthen their base directly to customers inside Bangalore region for HP converged infrastructure Portfolio.

My job responsibilities are as below.

- Keep top management informed of sales development activities through weekly sales pipeline reviews, quarterly audits and half yearly strategy reviews.
- Keep tracking the consistence sale with different account as well as their revenue.
- Develop new account on monthly basis in SMB segment and ensure further business will go smooth.

Abir Infrastructure Pvt Ltd (Jan'2013 to April 2014)

They were into infrastructure project of hydro as well as thermal power. We were into Teesta stage III site which is one of their prestigious hydro project at Mangan (Sikkim) as Dy Mgr (P & M). I was assigned to gather evaluate reports from several dept to enhance process using required methods and make the cost centre profitable.

- With the use of CITRIX base ERP Solution I was assign to create, Formulate and implement activities into cost for assigned cost centers.
- Based on Reports from several dept performing data analysis and to prepare MIS and RECONCILLIATION reports on monthly basis.
- Prepare and Manage Performance reports of equipment's used at sites
- Prepare work and time study analysis reports for performance enhancement of equipment used at site using template from MS Office and MS Project.
- Make sure that assignments are met as per planned targets keeping in view long and short term plan. Identifies trends and deviations and recommend corrective courses of action
- Analyze and appraise regularly and systematically the effectiveness of all technical aspects for execution of project and ensure regular compliance of all obligations.
- Thorough review of project, identifying the critical activities and taking corrective / preventive actions.
- Establish & Develop the System & Procedure for Techno-Commercial project Management, Controls, Quality, and Safety etc.
- Ability to work effectively with the company's engineers and take ownership of new roles to ensure needs are met according to our effective plan.

Micro Clinic India Pvt Ltd (Sept'2010 to Dec'2012)

I was with Micro Clinic as a Business Development Manager posted at Bangalore. They are premium business partner for HP and Head Office at Delhi. My assignment was to make office functional which was operational after 4 years with 20% annual growth along with 2 sales and 30 services engr.

- Forecast and monitor revenue streams by reviewing marketing information, sales patterns, expected growth and established short and long term targets.
- Develop service business so that recurring revenue and sustainable growth will come
- Overcome our major challenge of restructure and stream line operation
- Manage all existing account relationships and Provide necessary product/services which will build Builds Loyalty of customers through various promotions.
- Develop new account on monthly basis in SMB segment and ensure further business will go smooth

Precision Infomatic (M) Pvt Ltd (June'2007 to Sept'2010)

It is a flagship company of Precision group, which was incorporated July 1996. They are holding second largest premium enterprises partner for HP and gold Partner for Microsoft. I was working as Sr Sales executive to generate and maintain the business and was reporting to branch Manager. I was assigned for 4 Crs target with Govt as well as corporate accounts. My major accounts were BHEL, SDI Airforce, HAL (RWRDC) and some SMB segment account Apotex, Easun Reyrolee, Avtec . Praxair etc.

Stellar Information Systems Ltd (Sept 2001 to April 2007)

They are into field of Data recovery from any media and any operating system. Here I manage to **open and establish** their branch office in Bangalore with projection plan of 1 Cr within 5 years. Now Bangalore office operates as regional office with Chennai and Hyderabad as branch office. Our continuous business were from several rate contracts. My last assignment was to sign All India Rate Contract with Wipro. Here I was working as Regional Technical Head and reporting to Director Services.

- Worked with client and develop strategies to increase customer base and brand. As data recovery services addressed segment like manufacturing, travel, finance, entertainment, advertisement, media. Understand their respective needs.
- Align road map for brand establishment and need for different segments.
- Worked with different teams of Market Analysis and research team to identify and integrate advertisement and strategies to find out yearly growth of about 30%.
- Assured Client requirements are properly identified and delivered to achieve business objectives managed and implemented big initiatives by tracking requirements at each phase.
- Forecast and monitor revenue streams by reviewing marketing information, sales patterns, expected growth and established targets.
- Keep top management informed of sales and channel development activities through weekly sales pipeline reviews, quarterly audits and half yearly strategy reviews.

Chowgule & Co (Hind) Pvt Ltd (Sept 1999 to Sept 2001)

This company belongs to Chowgule's group of companies as established agency house since four decades dealing with highly precise machine tools, testing equipment's, Laboratory furnaces and thermal analysis system manufactured by overseas of repute.

It was an independent role for generation and selling of capital equipment in Northern India Region. I was involve from pretender to finalization of sale and was reporting to Head Engineering Dept. Some of the clients are R& D Centers of NTPC, IOCL, DRDO, NSE, IIP, GAIL, Technical Institute like IIT's, Universities.

Kulkarni Power Tools Ltd (May 1995 to Aug1999)

They are manufacturer and Importer of various power tools. They withdraw their share from Black and Decker in Year 1990 and then started selling power tools with their own name. Here i was to handling dealers and my area was eastern UP region covering Lucknow, Gorakhpur, Renukoot and Singrauli.

My job responsibility were to appoint dealer in essential pockets, demonstration of power tools according to customer requirement and need, market share analysis, follow up the customer complaint, participation in exhibition, procurement of order from customer as well as dealers, collection of payment. I was assisted by two-service Engr and was reporting to Area manager based in Kanpur. I would like to mention that market share in my territory was nearly 70% during my tenure.

Silotech Engineering (P) Ltd (June 1993 to April1995)

They were sister concern of M/s Enexco Systems Pvt Ltd for Hydro as well as conveying systems for cement on inverted cone Silos. It was thru NHPC and our ongoing project was Chamera Power Station (540 MW) - I on river Ravi (Himanchal Pradesh). Later on we got extension for Chamera-II also. My job was on erection and commissioning of BHEL turbine thru petty contractors. Later on I was taking care of business activities for pneumatic conveyors and was reporting to Director Project. It was from pretender to commissioning.

Education

>Gate Score Year 1993, 91.47 percentile

>Bachelor of Engineering in production engineering from Pune University Pune 1988-92

>Standard 12 from UP BoardOther Training

Embedded System programming ISM Bangalore (Work on Vx works)

Personal details

Date of Birth	31 st March 1970
Sex	Male
Marital Status	Married
Nationality	Indian
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Extra-Curricular activities

Learning of German language (Max Muller Bhawan Bangalore)

Member of Thermal Analysis Association (BARC)

Member Leo Club Since 1991

(Mukul Kumar)