



PATAM NAVEEN KUMAR

BUSINESS DEVELOPMENT MANAGER

PROFILE INFO

Looking for the position where my skills and experience can effectively be utilized to increase sales revenue. I have 3 years of successful sales experience with the proven ability to develop business, build business and establish long-term positive customer relationships at all levels.



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Email

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Address

65, Indira Gandhi Street,
3rd cross Lingnapalya, Near
Halasuru metro station Bangalore
560008.

MY SKILLS

PROFESSIONAL SKILLS

- We had an incubation center in my college Wide Marketing Services
- Activities we do - Marketing, Sales, Branding, Advertising, Promotions, Lead Generating, Event Management, live Projects

TECHNICAL SKILLS

- Excellent Documentation Skills on MS Office.
- Tally
- Workshop on Balanced Scorecard for Managers from Malaysia University.
- Packaging Designs, Poster Making, Brochure making

CO-CURRICULAR ACTIVITIES

- Blood Donations.
- Organizing Events.

WORK EXPERIENCE

15TH NOV 2021
15TH OCT 2022

ASPAR ECO VENTURES

BUSINESS DEVELOPMENT MANAGER

- We are replacing plastic with sustainable, biodegradable and eco friendly alternatives
- Meeting new retailers and placing our Products.
- Generating Orders, Collections, Rising OP's.
- Outcalling the Distributors, retail outlet owners and explaining about our product categories
- Placing our products in multiple high traffic events



07TH NOV 2020
15TH MAY 2021

KOTAK MAHINDRA BANK PVT LTD

ASST. ACQUISITION MANAGER

- I should connect with different branches of kotak group and need to collect leads from them.
- Need to convince the given leads over a call and pitch our service offerings.
- Once he/she is interested, I need to fix an appointment and go to the customer place to collect documents to open the account.



3RD APRIL 2020
17TH OCT 2020

INTHREE ACCESS SERVICES PVT LTD

CATEGORY, LOGISTICS EXECUTIVE

- We have tie up with different companies, where we need to approach them to Procure the stock (Hul, P&G, Dabur, Walmart and some local brands)
- Rising PO, Price Updates, Procurement
- GRA, IRA, Mapping, Solving Conflicts



PROJECTS

- **ROCKWELL Refrigerators LIMITED**
A study on Rural Marketing of Commercial Refrigerator Products.
- **TTD Survey on Pilgrims**
Satisfaction towards Cottages.
- **INTHREE ACCESS SERVICES PVT LTD**
A study on Retail Market Intelligence in Terms of Various Brands and Digitalization.

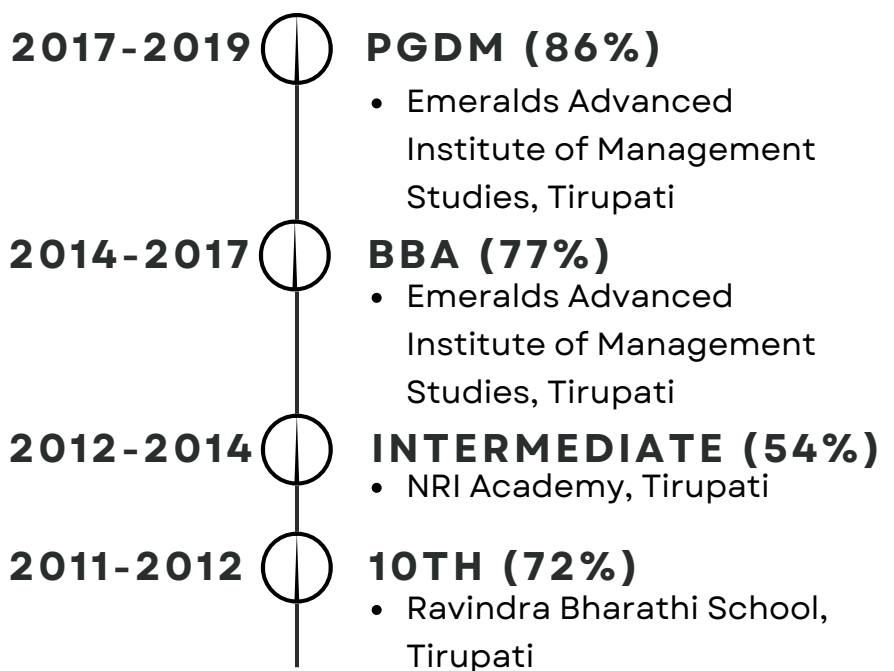
PERSONAL SKILLS

- Good Adaptability Nature.
- Conflict Resolution Skills.
- Leadership Skills.
- Ambitious and Results Oriented.
- negotiation Skills.

HOBBIES

- Travelling
- Cooking
- Playing Chess, Carroms, Table Tennis, Kabbadi.
- Reading Books Related to Marketing
- Drawing
- Swimming.

EDUCATION



INDUSTRIAL TRAINING

- Visited NIPPON BATTERIES, Nellore on October 2015.
- Visited SDSC SRIHARIKOTA, on 05 Aug 2016.
- Visited CADD CENTER, Chennai on 09 Aug 2016.
- Visited HERITAGE FOOD PRODUCTS, Tirupati in 2017.
- Visited MALABAR CEMENTS INDUSTRY, Palakkad on Dec 2017.
- Visited BERYL'S CHOCOLATE KINGDOM, Outlet at Kuala Lumpur, Malaysia on 27th Jan 2018.

ACHIEVEMENTS

- Best Performer in the Month of April 2020 at KOTAK MAHINDRA BANK PVT LTD.
- Got 6 prizes in Marketing Games.
- Got 5 prizes in Ad Making Event.
- Got 7 prizes in Paper Presentation.
- Got 3 prizes in Poster Making.
- I wrote 2 Articles and submitted at SV University and SK University.
- Participated in 75-80 National Level Management Fests.