

# Navneet Kumar

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navneet9219@gmail.com

## About Me

### Detail Info

#### Birth Date

11/Jan/1989

#### Summary

I have been a key contributor to the company's growth and expansion with experience in all aspects of a business.

My role is not just confined to bringing instant business but also long-term revenue to the company.

Key responsibility areas include Business Development, Client Relationship Management, Training & Coachability, Team building, and taking the business to new geographies, devising new marketing strategies, handling P&L of the region, Devising Marketing Strategies for different geographies.

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## Education

### JP Institute Of Management

2014 - 2016

PGDM

### DN PG College Meerut

2010 - 2012

M.Com

### DN PG College Meerut

2007 - 2010

B. Com

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## Experience

### Bemasterly (Navneet Futuretech Ltd)

01/06/2022 - Present

Team Lead

Empathizing with educators; driving Revenue, DAU and Renewals.

Account growth strategy and initiatives.

Team management and planning.

Providing regular feedback to each member of the sales team

regarding their performance.

## **Vedantu Innovation Pvt. Ltd.**

04/01/2021 - 31/05/2022

Business Development Manager

I have been a key contributor to the company's growth and expansion with experience in all aspects of a business.

My role is not just confined to bringing instant business but also long-term revenue to the company.

Key responsibility areas include Business Development, Client Relationship Management, Training & Coachability, Team building, and taking the business to new geographies, devising new marketing strategies, handling P&L of the region, Devising Marketing Strategies for different geographies.

## **Extramarks Pvt Ltd**

07/11/2019 - 31/12/2020

Sr. Business Development Executive

Develop and maintain strategic long-term trusting relationships with high volume customers to accomplish organic growth.

Communicate company products and services via Calling and E-mail and build relationships in order to uncover prospect needs.

Document and update CRM with daily activities as required.

Achieve weekly and monthly goals.

Initiating phone conversations with parents who complete the demo classes for their kids

Intensely following up with the prospects and closing the sales within the sales cycle

## **Denave India Pvt Ltd. (Noida)**

05/04/2017 - 30/09/2019

Business Development Associate

Navlekha, a Google initiative, helps Publishers easily make offline content fully editable and publish online without expert digital knowledge. We offer a platform to Indian publishers where they can come online and connect to the world in their own Indic languages. Bring Offline Publishers (Newspaper & Magazine) on to the Online Google platform.

Build new clients for Navlekha program – Initiative of Google Navlekha through .page domain.

Responsible for Operations and Business Development in Pan India, Distribution Channel Management, Online portal tie-ups, Branding, Development and Promotion.

Customer Relationship management.

From Direct marketing activities for lead generation to delivery of product and development of customer grievance addressable interface.

### **Amar Ujala Pvt Ltd.**

01/01/2016 – 28/02/2017

Business Development Executive

Supervised sales and marketing department for sales targets accomplishments followed leads to find new customers.

### **Dainik Jagran Pvt Ltd.**

01/09/2011 – 30/09/2015

Business Executive

Procuring new clients through direct contact, mouth of mouth & collaboration with the marketing department.

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## **Skills**

Product Adoption, Voice of the Customer, App Store, Customer Retention, Account Management, Software as a Service (SaaS), Customer-Focused Selling, Customer Success.

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## **Interest**

Music, Travelling, Cooking,

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## **Languages**

English, Hindi

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## **Awards**

Vedantu V- Achiever Award

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## **Technical Skills**

Hands on Experience on CRM software with real time logging and tracking  
(Salesforce and LeadSquared)

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