

Neeraj Kumar

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Objective

A growth oriented and challenging position in a progressive organization where my skill will be utilized in the best way with a scope of learning, innovation and career development.

Work Experience

- Working as Business Developer- Sales in **AKAL Information Systems Limited**. Delhi from May 2017 to October 2022
- Worked as Sales Executive in **Sulekha.com New Media Pvt. Ltd.** Noida from July 2014 to April 2017.
- Worked as Marketing Executive in **Dr. G Wellness Private Limited** Delhi from April 2012 to June 2014.

Professional Experience

AKAL Information Systems Limited. Delhi (CMMI level 3)

Position: Business Developer

Description:

- Lead-Gen IT Sales exposure in Storage, Servers, Desktop, Printers, Scanner Etc.
- Maintaining sufficient pipeline to close & meet business objectives on Daily/Weekly/Quarterly basis.
- Understanding with IT Industry & Channel Sales while working with External Stakeholders (i.e. Distributors, Partners, Resellers etc).
- Managing and Developing Projects and FMS Business opportunities in Govt. PSU, NICS, NIC & GeM Portal.
- Managing of Sales, Marketing and coordinate with technical team to ensure project delivery in cost effective way without compromising on quality.
- Managing Large bid through Customer relationship, finding implicit and explicit deliverables.
- Led the development of RFP/RFI/RFQ responses.
- Find out opportunities in different Government department or Ministries.
- Actively participate in IT events, seminars to explore business networking.
- Act as a link between various government department and PSU to float tenders.
- Follow and implement sales cycle and SDLC from awarding to deployment.

Sulekha.com New Media Pvt. Ltd. Noida (B2C & B2B)

Position: Sales Executive

Description:

- Establishing and acquiring new clients by cold calls/follow ups and close the sale.
- Responsible for overall Customer Satisfaction.
- Responsible for ensuring there is minimal lead time between the sales closure stage and campaign-live stage.
- Working on individual given Targets.
- Cold call the prospective customers and explain our sales packages.
- Acquisition, Retention and renewal of Key account.
- Making good relation with clients.
- Keep in touch with clients to get more business from them.

Dr. G Wellness Private Limited, Delhi

Position: Marketing Executive

Description:

- New client acquisitions provide the nutritional food supplements for the lifestyle-related disorders, like diabetes, arthritis, obesity, etc.
- Develop and analyze business opportunities.
- Maintain regular contact with Key Clients.
- Effectively communicate with clients via telephone, face-to-face and written communication
- Develop and maintain relationships With Existing and New Clients
- Taking Feedback from The Clients.
- Supporting team members for Develop the Business.
- Maintaining database of applicants and unused profiles for further use.

Achievements During Tenure

Gained orders from: Government Clients

- HUDCO (Housing and Urban Development Corporation), BIS (Bureau of Indian Standards).
- CSWB (Central Social Welfare Board), RMK (Rashtriya Mahila Kosh).
- NDRF (National Disaster Response Force), DACF&W (Department of Agriculture, Co-operation and Farmers' Welfare), MoHFW (Ministry of Health and Family Welfare, Government of India).
- ESIC (Employees' State Insurance), AIR (All India Radio), NSDC (National Skill Development Corporation).
- DGHRD (Directorate General of Human Resource Development), CSIR (Council of Scientific and Industrial Research), CRRRI (Central Road Research Institute), CVC (Central Vigilance Commission).
- CWC (Central Warehousing Corporation), CWC (Central Water Commission).
- FCI (Food Corporation of India), DES (Directorate of Economics and Statistics). **Etc.....**

Gained orders from: Corporate Clients

- Keystone Security Services India Pvt. Ltd.
- SMCC Construction India limited.
- Spar Krognos Marketing Private Ltd.
- Deutsche Motoren (P) Ltd, Adventure Island
- GupShup | gupshup.io
- Overseas courier
- ASF Group of Companies
- Vaishnewbank
- International Centre for Automotive Technology (ICAT)
- Oriental Carbon
- Gudi Exports Pvt. Ltd
- Indian Association of Parliamentarians on Population & Health
- Koyo Bearing
- Swarup Honda

Professional/Educational Qualification

- Graduation (Bachelor of Arts (B.A.) from Dr. C.V. Raman University).
- CIC (Computer in Certificate) from Indira Gandhi National University (IGNOU), New Delhi.
- Intermediate Certification from C.B.S.E Board, New Delhi
- Secondary School Certification from C.B.S.E Board, New Delhi

I hereby affirm that the information in this document is accurate and true to the best of my knowledge.

Yours Truly,
Neeraj Kumar

