

Sumit Kumar

Business Development Executive
IT MNC GROUP
Total Experience 4.5 yrs

Address:

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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 | 71% |
| 2007 | 12 th | NIOS , Patna | 58% |
| 2005 | 10 th | BSEB , Patna | 60% |

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:

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