

## **DEEPAK KUMAR**

**( Sales Manager )**

**Email Id: [deepakme70@gmail.com](mailto:deepakme70@gmail.com)**

**Contact No. : 9318355657**

To work in the field of **Sales & Marketing** with **6 year** experience in **Industries Products & Machinery sales** in an innovative development environment, facing new challenges everyday where my technical skills can be utilized to effectively participate in project development and through my hard work achieve goals and the level of standard set by the company and to upgrade my caliber under right guidance and learn effective project execution.

### **SKILLS**

- |                          |                     |
|--------------------------|---------------------|
| 1. Business Development. | 3. B2B Sales        |
| 2. Dealer Management.    | 4. Technical Sales. |
| 5. Lead Generation.      | 6. Communication.   |

### **Work Experience**

- CEV Engineering Pvt Ltd:- **Delhi** From Mar-2018 to Till worked as **Sales Manager**.
- Cee Dee Industries Ltd :-**Bhopal** From Aug-2016 to Feb-2018 worked as **Assistant Manager Sales**.
- SEBROS INDUSTRIES PVT LTD :- **Faridabad** From Aug-2014 to Jul 2016 worked as **Sr.Production Engineer**.

#### **Name of the Company: Cev Engineering Pvt Ltd**

- **Details of the project:** Industrial Products/Heavy Machinery
- **Period :** Mar-2018 To Till
- **Project Value:** 06 Crores
- **Client:** OEM Sales, Corporate Sales.
- **Nature of work:** Sales Manager .
- **My Duties:** Dealer Management ,Lead Generation.

#### **RESPONSIBILITIES:-**

- Grow the territory in revenue and market share and achieve territory Sales targets.
- **Enquiry registration/costing/ submission of offers/issuance of sale order** etc will be part of functioning on day to day basis.
- Manage existing customer accounts and enhance customer satisfaction.
- Develop and close additional Sales opportunities in our existing customer base.
- Face of company for the **assigned region/customers** & will be one point contact.
- Increasing the share of business amongst existing customers and also for identifying **new customers** and bringing business .
- Operate rudently and within the expense guidelines.
- Generate **new business/leads** and take actions to improve market coverage through new customer acquisition.
- Interact with customers for their requirements of Spare parts & other special attachments.
- The Wide range of top quality, high performance and economical metal processing tools.
- Partner with our Distributors to provide routine service support in the field.
- **Cold Rolled Formed sections, Chiller , CNC Slotted tubes, industrial storage systems, sheet metal components ,Hydraulic piston, Axial piston etc.**
- Field Visits min 20 Days a Month.

## **Skills :-**

1. Successful track record in **sales and negotiation**.
2. Excellent verbal and written **communication skills**.
3. Working experience with **sales techniques**.
4. Proficiency with **data analysis, forecasting, and budgeting**.
5. Proven ability to plan and manage resources.
6. Should have the ability to open the customer doors for the business.
7. Ability to work independently and as part of a team.
8. Must have basic knowledge of **MS Office**.
9. Good at using **MS Excel and MS PowerPoint**.
10. Realizing payments from the distributors.

## **Name of the Company: Cee Dee Industries Ltd**

- **Details of the project:** Industrial Products/Heavy Machinery
- **Period :** Aug-2016 To Feb-2018
- **Project Value:** 02 Crores
- **Client:** BHEL, Ashok Leyland, Andritz Hydro
- **Nature of work:** Assistant Manager Sales
- **My Duties:** Successfully Meeting or Exceeding Sales Goals.

## **RESPONSIBILITIES:-**

- Oversee day-to-day sales, **monitoring, and forecasting** to better understand the market.
- Continually assess our **marketing techniques** and their **efficacy in affecting sales**.
- **Stay up-to-date on current market trends**.
- Work collaboratively with the sales team to assess current projections.
- Own ultimate responsibility for successfully meeting or exceeding sales goals.
- Collaborate with marketing team to **creatively reach more potential customers**..
- Take calculated risks to increase profitability and brand recognition.

## **Name of the Company: SEBROS INDUSTRIES PVT LTD .**

- **Details of the project:** Manufacturing Industries
- **Period :** Aug-2014 to Jul 2016
- **Client:** : Maruti Suzuki
- **Nature of work** Sr. Production Engineer.
- **My Duties:** PPC, Quality CNC

## **RESPONSIBILITIES:-**

- Production targets and objectives.
- Should be able to lead a team of Engineer
- Responsible to update production data in **ERP system**.
- In depth knowledge about CNC/VMC/HMC line, welding line, Gear section, Heat treatment,
- Strong exposure to daily production and quality responsibility in **HMC/VMC/CNC machines**.
- Maintain & Control rejection data.
- Continuous improvement by cycle time reduction.
- Knowledge of PPC & Quality tools.

**EDUCATIONAL QUALIFICATION:**

- 2016-2018 Barkatullah University Institute of Technology MBA in Marketing = 66.52%
- 2010-2014 Mittal Institute of Technology B.E in Mechanical Engineer=72.4%
- 2009 B.S.E.B SENIOR SECONDARY SCIENCE =68.4%
- 2007 B.S.E.B MATRICULATION = 69.6 %

**PERSONAL DETAILS:**

NAME	DEEPAK KUMAR
FATHER NAME	NAVIN KUMAR
SEX	Male
DATE OF BIRTH	05/12/1992
MARITAL STATUS	MARRIED
PERMANENT ADDRESS	DEEPAK KUMAR
	244/86 MANDWALI
	DELHI
	110092
NATIONALITY	Indian
LANGUAGES KNOWN	Hindi ,English

**STRENGTH:-**

good learner, capable of looking at problems in a positive way and finding effective solutions. Comfortable and efficient working in a team, as well as an individual, in resolving problems.

**DECLARATION: -**I hereby declare that the above given information is true & correct to the best of my Knowledge.

Place :-Delhi

Deepak Kumar

