

MR NAVEEN KUMAR

Date of birth:26/09/1989

Nationality:INDIAN

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Profile

I am a results-driven professional with a proven track record in business development and sales management. With my strategic mindset and strong leadership skills, I have successfully increased revenue and expanded market share for various organizations. I am seeking a challenging role where I can leverage my expertise to drive growth and achieve business objectives.

Work Experience

05/2016 – present
NOIDA, INDIA

Manager of Business Development and Sales RSR RETAIL PVT LTD

- Developed and implemented strategic sales plans to drive revenue growth and exceed annual sales targets by 20%.
- Cultivated relationships with key clients and partners to identify new business opportunities and expand market reach.
- Led a team of sales professionals to successfully close high-value contracts and secure long-term partnerships with top-tier clients.
- Analyzed market trends and competitor activities to optimize product positioning and pricing strategies, resulting in a 15% increase in market share.

04/2011 – 03/2016
NOIDA, INDIA

Office manager HYMATIC AGRO EQUIPMENT PVT LTD

- Implemented new office procedures to streamline workflow and increase efficiency.
- Oversaw a team of administrative staff, providing guidance and support to ensure daily operations ran smoothly.
- Developed and maintained relationships with vendors, negotiating contracts and reducing costs by 10%.
- Managed office budget, tracking expenses and identifying areas for cost savings.

Skills

Relationship building
Professional

Sales strategy
Professional

Production management
Professional

Lean manufacturing
Professional

Education

04/2009 – 03/2011
MEERUT, INDIA

BIOTECH | BSC
IIMT GROUP OF COLLEGE