

CURRICULUM-VITAE

PRADEEP KUMAR

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VPO-Shajmanpur, PO-Bahel

Bhiwani (127028), Haryana, India

**B.SC (HOTEL MANAGMENT & EVENT MANAGMENT), MBA
(INTERNATIONAL BUSINESS)**



CAREER OBJECTIVE

Seeking a challenging environment where I can enlarge my knowledge repertoire and also can benefit the organization to the best of my ability and knowledge.

AREAS OF EXPERTISE

✓ **Human Resource Management**

- I. Recruitment and Selection
- II. Industrial Relation and Labor welfare
- III. Training and Development
- IV. Employees participation

✓ **Marketing Management**

- I. Brand Management
- II. Advertisement Management

International Business

- I. Export-import Documentation
- II. Logistics
- III. Supply Chain

EDUCATION QUALIFICATION

EXAMINATION	BOARD/UNIVERSITY	YEAR	PERCENTAGE
MBA	Guru Jambheshwar University of Science and Technology, Hisar	2020-2022	70
B.SC	IHMCS, JAIPUR	2016-19	66.58
Class 12th	B.R.J.D Public School, Bhorugram (CBSE)	2015-16	74.8
Class 10th	B.R.C.M Public School ,Bahal (CBSE)	2013-14	64.4
Computer diploma	Hartron diploma in financial accounting	2020	65.75

PROFESSIONAL EXPERIENCE

INDIAMART INTERMESH LTD(CLIENT ACQUISITION EXECUTIVE)

- ✓ To generate leads from cold calling and data mining from different sources.
- ✓ Penetrate all target accounts and originate sales opportunities for the company.
- ✓ Set up 3 to 4 meetings and deliver sales presentation on daily basis.
- ✓ Generate maximum revenue through fresh selling.

INDIAMART INTERMESH LTD (MANAGER-CLIENT ACQUISITION)

- ✓ Set up meetings and deliver sales presentation and demonstration on daily basis with team also ensuring sales at same time.
- ✓ Ensure systematic follow-up with the client organizations to take the sales pitch to time bound closure.
- ✓ Ensure that all payments are collected by team members as per the company payment term.
- ✓ Conduct performance review for team on regular basis.
- ✓ Recruiting & managing direct sales force in the team increasing the productivity level&overall efficiency of the sales team and ensuring target achievement as per the defined target.

OTHER ACHIEVEMENT :-

- ✓ Got the (**BRAVO AWARD**) for leadership from Carlson Hotel worldwide.
- ✓ Top pan INDIA in gold coin contest run by INDIAMART INTERMESH LTD.
- ✓ Qualify THAILAND contest run by INDIAMART INTERMESH LTD.
- ✓ Winner of MOST ACTIVE MANAGER for the month contest.

INDUSTRIAL TRAINING:-

- ✓ Training Area - SALES&HR DEPARTMENT
Organization - KIA MOTORS, HISAR
Duration of Training - Six Months
- ✓ Training Area - All Departments of hotel.
Organization - JW MARRIOTT, JAIPUR
Duration of Training - SIX Months

SOFTWARES SKILLS:-

Familiarity with Microsoft office tools

- Microsoft Word (2007, 2010)
- Microsoft Excel
- Microsoft Power Point

PERSONALS DETAILS:-

Date of Birth	•	29 JULY 1998
Father Name	•	Sh. RAJKUMAR
Marital Status	•	UNMARRIED
Passport (Govt. of India)	•	T5124977, Valid Up To -2029

Total Experience	:	2+ YEAR
His current location	:	GURUGRAM
His mobility (open to relocate)	:	Any Where In India

PRADEEP KUMAR