

CURRICULUM VITAE

RAHUL KUMAR

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I Am Self- Motivated Confident And Full of Positive Attitude With Great Passion To Succeed & Desire To Excel In The Areas Of Marketing Or Administration Department.

EDUCATION

- ✓ M.B.A (Marketing+ Finance) in 2013 from I.T.M-University, Gwalior
- ✓ Graduation (B.A-His Hons.) in 2009 from Bihar University Muzaffarpur.
- ✓ Higher Secondary (10+2) in 2005 from B.I.E.C. Patna.
- ✓ Secondary School (10th) in 2003 from B.S.E.B. Patna.
- ✓

ADDITIONAL QUALIFICATION

- ✓ Diploma in financial Accounting. (Tally 9.0) -2010-2011
- ✓ Diploma in Computer Application. (DCA) -2010-2011

WORK EXPERIENCE

DEC-2013 TO PERSENT

 Worked as a Marketing Manager (ASM) with Macleods Pharmaceuticals ltd.

Designation : Marketing Manager (ASM) - DEC-2013 TO JAN- 2019

 Worked as Marketing Manager (ASM) with M/S Rudra Pharmaceuticals

Designation : Marketing Manager (ASM) - FEB 2019- Present

WORKING KNOWLEDGE

 **Key Responsibilities : Marketing Manager-ASM (DEC-2013 TO Present)**

- ✓ Managing, training and motivating existing sales team to drive revenue growth.
- ✓ Understand the market, the customer and the competition.
- ✓ Develop territory, market penetration and sales execution strategies to consistently attain and exceed goals.
- ✓ Routine coverage of key assigned accounts.
- ✓ Proper presentation of key products as directed.
- ✓ Communicate regularly with all members of assigned territory team.
- ✓ Develop and manage efficient distribution networks for sales.
- ✓ Develop efficient and creative sales and marketing strategies for the assigned territory and target setting for the sales team and handling or support the team member.
- ✓ Collecting customer and market feedback and reporting the same to the organization
- ✓ Monitoring sales team performance, analyzing sales data, periodical forecasting and reporting to zonal heads.
- ✓ Maintain the Product sales and stock to Area stockiest.
- ✓ Visit to Area stockiest for maintain or check the product availability.
- ✓ Managing the stockist and organize or monitor inventory levels to maximize efficiency.
- ✓ Managing storage or delivering products to retail stores from stockist.
- ✓ Managing the **stock** mix of a company and the different demands on that **stock**.

 **Personal Details :-** **DOB-22/01/1987** **Marital Status –Married**

Address – House -No-108/ROAD NO-03 RAJPUT NAGAR-HAJIPUR - 844101(BIHAR).

Place: Hajipur

Sd/-

Date:

Rahul kumar