

RESUME

DURGESH KUMAR

E-445, Nandgram,
Ghaziabad (U.P.) (India)
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CAREER OBJECTIVE:

Intend to build a carrier with a leading corporate with committed and dedicated peoples to enhance my own skills.

ABOUT MYSELF:

I'm a hard working sincere, result oriented and a firm believer of continuous learning. I enjoy dealing with people and like excelling and achieving targets.

WORK EXPERIENCE: Having 16+ Yrs Experience of Team Management and Sales & Marketing.

RECENT COMPANY

- ❖ Worked with **JERAI FITNESS LTD** as **Senior Sales Manager** since May 2024 to Feb 2025.

Job Description:-

- Responsible to head Uttar Pradesh and Uttarakhand Territory.
- Promote Gym Machines and new developing new sales verticals within the territory.
- Target clients - Gyms, Real estate, Semi – commercial etc.
- MIS: Preparing and sending various reports to the head office.

OTHER EXPERIENCES

- ❖ Worked with **NOTOFIRE PVT LTD** as **Sales Head** since Mar 2021 to April 2024.

Job Description:-

- Sales & Marketing of FIRE ALARM SYSTEMS.
- Working in Govt Tenders, Instt Sales, and Distribution Channel etc.
- Handling the team of Manager's.
- Meeting prospective clients.
- Handle Direct and indirect Sales as part of the target achievement process.

- ❖ Worked with **TRUWEIGHT WELLNESS PVT LTD** as **Asst Team Lead- Home Consultation** since Mar 2019 to Mar 2021.

Job Description:-

- Handling the team of 6 BDM's.

- Meeting prospective clients.
- After listening all the queries/issues of client, giving them right solution to reduce the access body fat and prescribing them right plan from our company.
- Doing weekly meet with my team mates and helps them in tackling the issues in the market and helping them to achieve their individual targets.

❖ Worked with **PREMATEC INDIA** as **Sales Manager- Instt. Sales** since Apr 2015 to Feb 2019.

Job Description:-

- Sales and Marketing of Toiletry Products (FMCG).
- Toiletry Products like- Toilet Cleaner, Floor Cleaner, Glass Cleaner, Household Cleaner, Hand Wash, Dish Wash, Neph. Balls etc.
- Most Target Clients are- Institutes, Colleges, Schools, Corporate Offices, Hospitals, Hotels etc.
- Heading Sales officers in various locations.
- Training about company profile, product, and project details to new joinee.
- Motivation to working field force.

❖ Worked with **Ceasefire Industries Ltd.** as **Territory Manager** since Feb 2011 to Apr 2015.

Job Description:-

- Heading a team of Front liners (Manager- BD).
- Sales and Marketing of fire safety equipments (Fire Extinguishers, Smoke Detectors, CCTV Camera's etc).

❖ Worked with **BHARAT CAPITAL** (Corporate Partner of: Bajaj Allianz Life Insurance) as **Sales Manager** since Apr 2009 to Feb 2011.

❖ Worked with **UTI Bank Ltd.** as **Executive- Sales** since Jan 2007 to Mar 2009.

ACADEMIC QUALIFICATION:

- 1 **M.A.** (History) From C.C.S University Meerut in 2003.
- 2 **B.Sc.** (Bio) From C.C.S University Meerut in 2001.

TECHNICAL QUALIFICATION:

- 1 Completed **CIC** from IGNOU.
- 2 One-year diploma in **Software Application** from AIICT.

PERSONAL DETAILS:

Father's name : Shri Rajkumar Sharma.
 Date of birth : 14th October, 1980.
 Marital status : Married.
 Hobbies : Playing cricket, driving, travelling.

DATE: _____

PLACE: _____

(DURGESH KUMAR)