

CURRICULUM VITAE

SANJEET KUMAR

Contact No. : +91-7903069340

linked-in : [linkedin.com/in/sanjeet87/](https://www.linkedin.com/in/sanjeet87/)

Email id : sanjeet2987@gmail.com

Profile Summary

A self-motivated team player with an excellent communication, analytical, problem-solving and innovative skills.

ERP Consultant , Software Sales. Meeting With Customers. Installation/Implementation.

Assists the Tender Project Manager in translating target price into target costs for each partner and co-operation in ensuring achievements of results.

Generates and processes new sales leads as necessary. Answers Phone calls from customers and deals with problems as they arise

Job Experience

Company : **Lasting Software Pvt. Ltd.**



Job Profile : Business Development Manager

Job Location : Chandigarh (UT)

Joining Date : 9th November 2019

Key Responsibilities & Job Role :

- Responsibilities include carrying out and analyzing RFPs, RFQs and RFI, negotiating Price with Suppliers, maintaining relationships with both internal and external key stake holders, and managing the Supplier relationship to a level consistent with Company Strategy, addressing stakeholder issues and executing sourcing strategies as set out.
- Validate the service lines and information needed for completion of proposal response.
- Support identification of alternate solutions and propose multiple solutions to any problem statement Collateral Management / Thought Leadership.
- Assist in industry research, market study to arrive at gaps to be plugged by Company expertise.

- Presenting, promoting and selling the company product to existing and new customers.
- Converting leads into prospective customers within shorter span of time.
- Establishing and developing positive business and customer relationship.
- Reach potential customers through reference from the existing customers by creating my own database.
- Coordinate sales effort with team members and other departments.
- Analyze the territory market potential to track sales for future need.
- Keep abreast of best practices and promotional trends for better sales force.
- Continuously improve performance through feedback.
- Provide mentoring and coaching support for team members.
- CRM & Portal Management.
- Online bidding on Upwork & freelance for international projects.

Continuously keep track of the requirements needed by the customers and make sure to get it done by the product team and implement to the existing customers.

Partner Account Management, Sales & Marketing, Channel Partner Management, Customer Relationship Management, New customer Acquisition, Promos and Product Launching, Event Management, FOS Management, Inside Sales, Team Handling Capabilities .ERP Sales & Support, Remote Demo & On Site Demo of our ERP ERP Consultant , Software Sales. Meeting With Customers. Installation/Implementation...etc.



Company : toppr TOPPR TECHNOLOGIES PVT. LTD

Job Profile : Sales & IT Executive

Job Location : Raipur, Chhattisgarh

Joining Date : 18th July 2019.

Leaving Date : 8th October 2019.

Job Role : Academic Counselor (Sales)

Academic Consultant (AC) who is passionate about changing the way millions of children learn. He/she schedules and conducts structured counseling sessions. Through this session, the AC analyses a student's need for Topper and helps him/her buy the subscription.

Driving Educational Programs for Academic Institutions sales with Constant Customers Engagements.



Company :

Job Profile : Sales & IT Executive

Job Location : Deira, Dubai (United Arab Emirates)

Joining Date : 13th August 2017.

Leaving Date : 30st June 2019.

Key Responsibilities:

- Generate and conduct one-on-one meetings and influence the decision makers to take action using cold emails, cold calls, linked-in and enhance the marketing pipeline.
- Maintain accurate records of sales activities and statistics within the CRM. Coordinating with the remote team (product team), client and the management.

Job Role : Generates and processes new sales leads as necessary. Answers Phone calls from customers and deals with problems as they arise. Arranges appointments with clients and sales team.. Maintaining the data of Sales and purchase.

Company : **DATAMAN COMPUTER SYSTEMS PVT LTD.**



Job Profile : Software Sales & Support

Job Location : Bihar, Jharkhand & North East States

Joining Date : 1st October 2016.

Leaving Date : 28th february 2017.

Job Role : Support all Pre-sales activities of the company,

Meet sales target identified by upper management, Develop effective sales plans, Sold enterprise software and hardware. Provide detailed information about technical specifications of products marketed by the company Demonstrate how the product, be it a software or hardware, works and provide technical advice to Customer about installation and usage.

Company : TRIGATE TECHNOLOGIES PVT. LTD.



Job Location : Kolkata, West Bengal

Job Profile : IT Sales Engineer.

Joining Date : 13th October 2014.

Leaving Date : 29th July 2016.

Job Role : Meet sales target identified by upper management Develop effective sales plans ,Sold enterprise software.

Company : BROADCAST ENGINEERING CONSULTANT INDIA LIMITED, NEW DELHI.

(A Government of India Enterprise - Under MINISTRY OF INFORMATION & BROADCASTING)



Location : MINISTRY OF INFORMATION & BROADCASTING, Shastri Bhawan, New Delhi-110001.

Job Profile : Project Engineer.

Joining Date : 22th October 2012

Leaving Date : 03rd September 2014

Job Role : - I was working on the project CABLE TV DIGITALIZATION.

- To find out & resolve issue related to MSO & LCO'S.
- To update the website of government portal of <http://www.mib.eoffice.gov.in> & <http://www.digitalindiamib.com> with the use of NIC Toolkit, MS office, Adobe Photoshop, CSS, HTML.
- Handling technical Problems of digitalization & online support for the same.
- **Checking technical & commercial feasibility of MSO Licenses & to submit to join Secretary PMU, (MINISTRY OF INFORMATION & BROADCASTING).**

Company : TECH MAHINDRA LIMITED.



Job Location : IT Park Chandigarh (UT)

Job Profile : Customer Support Associate.

Joining Date : 26th October 2010.

Leaving Date : 30th June 2011.

Academic Qualifications

- B.Tech (Computer science & Engineering) from IEET-BADDI, Solan (H.P.)
Under Himanchal Pradesh University (H.P.U.), Shimla. In 2010.
- 12th from JRC-Chapra under BIEC-PATNA in 2004.
- 10th from BVM-Chapra under CBSE in 2002.

Technical Skills

OS/Applications: Windows XP/Vista/7/8, Microsoft Office (Word, Excel, Access, Outlook, PowerPoint), Photo shop, ERP ,CRM ,SAAS, Office 365

Languages: Informatica , Oracle, HTML, CSS, Basics of C/C++.

Academic Projects

- Analysis of Computer Network in BSNL, Chapra, Bihar
- Movie gallery in C++ at "WIZARD-TECH", Chapra, Bihar
- Virtual I.(Augmented reality) in flash,(with live application),Adobe player at IEET-Baddi, (H.P.)

Extra Co curricular Activities and Achievements

- Member of ISTE Club of College.
- Member of SUN Club of College.
- Active Participant in Blood Donation.
- Event Manager of the MND Committee of National level Tech Fest.
- Play the district level CRICKET tournament.
- Awarded as the best Painter in SANSKAR BHARTI and S.B.I.
- Player of college Volleyball team during inters State Championship.
- National level certificate of Fine arts awarded by the ministry of Information and Broadcasting.

Personal Information

Strength : - Adaptive, Regular, Responsible, Confident, Innovative.

Hobbies : - Fine Arts (painting, pencil art), Listening Music, travelling.

Date of Birth : - September 2nd, 1987.

Permanent Address : - **SANJEET KUMAR**
S/O Mr. Shankar Prasad,
AT-Krishnapuri, Nandlaltola (Near Grkha Dhala),
Dist -Chapra (Saran), Pincode-841301, BIHAR.

Declaration

I hereby declare that the above-mentioned information is true in all respect and if any error is found then I will be responsible for the consequences.

Date: 17/Mar/2021

SANJEET KUMAR