

Resume

Santosh Kumar

C/o Mr. A.K Shrivastava

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Khagaul, Patna.

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OBJECTIVE

To be a part of an organization, which will give? reward for hard work, honest, strategic planning specially in Automobile Sector.

Present Assignment

Working as a Sales Officer in Heera Enterprises Posted at Patna looking Bihar market.

Working as a Chevlon Lubricant India Ltd. Stockist Heera Enterprises Patna in Sales Marketing.

Company Profile

Heera Enterprises is a bonafide Bihar Stockiest house having Franchise of federal Mogul (Hero Honda Spare. Mahendra & Mahendra Spare).

Experience

Worked with JMD Motors, Patna as a Sales Representative looked in to Bihar; deals in Spare Parts of leading companies like Unik Fasteners, ROSS Steering Components. VIR Rubber Parts etc. Worked with all dealers with friendly touch and got very good response from the entire market.

Working Exp.

Jan 2002- Oct 2005 as a Sales Executive.

Oct 2005- Sales Officer 2008.

Job Profile

- (a). Achieving Branch Target Monthly, Qly, Hly & Yly.
- (b). To manage dealers network to ensure growth and expanding work base.
- (c). Follow- up outstanding in dealers ends.
- (d). Preparing Competitive market plans.
- (e). Visiting garage & collecting product performance from Mechanics.
- (f). Claim settlement activity.
- (g). To liquidate slow moving goods by creating demands in present market.

Qualification

B.A. (Hons) Pol. Sc.

Extra Qualification

D.T.P

Personal Details

Born on 3 Feb 1980

Father's Name Late R.P Verma

Unmarried

Indian

Hard Working and enjoy extensive traveling.

Place:- Patna

Date:- 25/02/09

Signature
(SANTOSH KUMAR)