

## **CURRICULAM-VITAE**

### **ASHUTOSH KUMAR**

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#### **OBJECTIVE**

To be a successful professional in reputed company and to achieve the goal and objectives of the company with all fairness and honesty and further to enhance and upgrade professional knowledge and skills.

#### **PROFILE AND PROJECT TRAINING**

- Execute the sales volume numbers, trade spending objectives and other goals given by the NSM.
- Specific interaction with marketing sales and distribution management product and brand management, Market research, channel sales, consumer behaviour.
- Identify and track all industry trends and issues i.e. natural and retail grocery growth, distributor changes, opportunities, segment variation.
- Maintain and develop good relationship with costumers through personal contact or meeting or via telephone etc.
- Must act as a bridge between the company and its current market and future markets. Efficiency in gathering market and costumer information to enable negotiations regarding variation in prices, delivery and costumer specification to their managers.
- Eight (8) weeks summer training with ACC Ltd.
- One (1) month training as as Area Business Manager with Mapra Laboratories Pvt. Ltd. (A division of Aristo Pharmaceuticals)

#### **EDUCATION**

- 10<sup>th</sup> Passed from B.S.E.B, Patna in the year 2000.
- 12<sup>th</sup> Passed from B.I.E.C Patna in the year 2002.
- B.Sc (Math) Passed from J.P. University, Chhapra in the year 2006.
- PGDM Major (Marketing Management) Minor (FMI&Corporate Finance) two years full time passed from BLS Insitute of Management, Ghaziabad in the year 2009.
- M.B.A. Major (Marketing Management) Minor (Finance Management) passed from E.I.M.S.R. New Delhi (2015 - 17)
- Pursuing A.D.C.A from A.I.C.E.M HAJIPUR (VAISHALI) NOV 2022 TO NOV2023

#### **PRESENT & PREVIOUS EXPERIENCE**

- Working as School Manager in virtuous Internernational K-12 School at hajipur (Vaishali)
- Worked as Area sales Manager Govindam Foods Pvt Ltd. For 2 Years (Looking Over Patna, Vaishali, Saran)
- Worked as Senior Sales Officer UNIBIC Foods India Pvt. Ltd. For 1 Year 7 Months at Patna.
- Worked as Sales Officer in Patanjali Ayurveda Ltd. For Three year at Patna.
- Worked as Sales Officer in Moonglow Buisness Pvt. Ltd. for Two year at Patna.
- Worked as Business Development Executive in Panacea Biotech Ltd. for 3 Year's at Patna.

- Worked as Professional Service Officer in Menarini Raunaq Pharma Ltd. for Two year's at Purnia.

#### **PROFESSIONAL SYNOPSIS**

- Good oral and written communication skills.
- Positive attitude towards work and good ability towards result oriented output.
- Organising sales visit.
- Demonstrating/Presenting products.
- Establishing new business.
- Maintaining accurate records.
- Attending trade exhibitions, conferences and meetings.
- Reviewing sales performance.
- Negotiating contracts.

#### **STRENGTH**

- Positive thinking driven by self-confidence.
- Highly motivated and team leading quality.
- Result oriented.

#### **HOBBIES**

- Travelling.
- To upgrade Company

#### **PERSONAL DETAILS**

Father's Name	:	Shri Anil Kumar Singh
Date of Birth	:	04/11/1985
Marital Status	:	Married
Language Known	:	English & Hindi
Nationality	:	Indian

#### **DECLARATION**

I, hereby declare that the information furnished above is correct to the best of my knowledge and further. I bear the responsibility for the correctness of the above said particulars.

Date:

Place:

**(ASHUTOSH KUMAR)**