

RESUME

BRAJESH KUMAR KUNWAR

Mailing Address:

Rz-f-99 Dharam pura Najafgarh new delhi -110043

Contact no: 9871095762 , 7982438914

E-mail id: brajesh.kumar578@gmail.com

Career Objective

I want to be a part of an organization where I can use my skills and knowledge and get professional experience to proper my career with focus on learning and professional growth.

Work Experience-

- Nestle india limited
Sales representative
Working period – 2009-2012
- Camlin kokuyo ltd
As a sales officers
Working period – 2012 – 2015
- Creamy foods ltd
Senior sales Executive
Working periods – May 2015- September 2022
- Heritage foods limited
Senior sales Executive - sales & distribution
Working periods – September 2022 – December 2023

✓ CURRENT COMPANY:-

Wellessentials global private limited

Profile- Area sales manager (Delhi & Gurgaon)

Duration: December 2023 - Present working

Role &Responsibility:-

- Looking after Delhi & gurgaon Market.
- Successful launch of stationery products and FMCG products.
- Increased the distribution network from 25 distributors with a retail network of around 5000 outlet.
- Responsible for market coverage as well as market penetration for assigned territory.
- Ensure the primary and secondary sales.
- Responsible sales planning, Logistics & Distribution Management, WD & Territory Management, Product Promotion, New Product Launches, Achievement of sales targets etc.

- To track and analyze competitors activities and suggest countermeasures from time to time
- Ensure distributor wise minimum inventory of each stock.
- Establish good relations with prospect customers.
- Generate daily and monthly status reports regarding the overall sales.
- Development New Channel.
- Daily Market Visit & Retailing
- Dealing with Distributors & super stockiest.

Professional Qualification:

I have done **Graduation** from **Bihar university ,2002**

Academic Qualification

Degree	Year of passing	Institution	Board/Institution	
GRADUATION	2002	B.S.B.A. BIHAR UNIVERSITY	B.S.B.A. BIHAR UNIVERSITY	
XII th	1996	BIHAR BOARD	BSEB	
X th	1994	BIHAR BOARD	BSEB	

Areas of Interest

- Marketing
- Business ideas

Key Skills developed:

- Learn how to persuade the consumers and develop interpersonal relations.
- Get practical focus of sales and marketing
- To meet and interact with corporate people and their culture
- To understand company needs and customer expectations.
- Marketing & Operation.
- Skill to getting the target.

Computer Skills

1. BASIC KNOWLEDGE

Strengths

- I am an optimistic person.
- I am sincere and Hard working person.
- I am a Self Motivator.

Hobbies

- Travelling & Playing

Personal Detail

- **Nationality:** Indian
- **Date of Birth:** 05 January 1978
- **Marital Status:** Married.
- **Languages:** English and Hindi.

I hereby declare that the above given information is true and best of my knowledge.

Date:.....

Place:...NEW DELHI

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