

# RESUME

## **BRAJESH KUMAR KUNWAR**

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### **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 Distributers & super stockiest.

### **Professional Qualification:**

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

### **Academic Qualification**

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

**BRAJESH KUMAR KUNWAR**