

## CURRICULUM VITAE

Name : DEEPAK KUMAR  
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Ghaziabad-201001  
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### Employment History

- 11 January 2016 to Till Now Patanjali Ayurved Ltd.  
SALES OFFICER
- 1st September 2007 to Dec. 2015 Umesh Traders, Ghaziabad(Distributor of ITC )  
Sales Team Leader
- 1st July 2004 to 20th Aug 2007 Garg Tube Ltd. New Delhi(Sistern concern of Vishal Pipes Ltd.)  
Marketing Executive
- 1st April 2000 to 30th June2004 Vishal Pipes Ltd. New Delhi  
Marketing Executive

Patanjali Ayurved Limited (Haridwar )

Sales Officer

Working Profile: Handled Eighteen Distributors in Assigned Territory (Urban Area Ghaziabad/Noida/Gr.Noida, (Rura Area Bulandshare ,Hapur,Garh, Philhuwa , Murad nagar, Loni ) & Handle One Super Stockist (Primary/Secondary/Forecast ) And Handled Sixteen DSM.

- Distribution Management
- Achieve Primary & Secondary sales targets of Territory.
- Daily Visit to Retailers & Distributors as per beat plan
- Daily Monitoring of Secondary Sales
- Coordinating with the Marketing Team (Sixteen DSM)
- Ensure availability of maximum Products with Retailers
- Effective Distribution & Coverage
- Promoting new products and schemes
- Sending Daily sales Reports of achievement of targets by DSM in terms of Value, Lines per call and Value per bill to ASM and HO
- MS Excel Knowledge (Pivot Table vlookup )

Umesh Traders, Ghaziabad (Distributor of ITC )

Sales Team Leader

Worked Profile: As Sales Team Leader, leading a team of sales representatives.

- Responsible for secondary & collection.

Garg Tube Ltd. New Delhi

Marketing Executive

Worked Profile : Collection the order from Govt. Departments.&  
Execute the order and collecting the payment after the  
Full execution or Local Dealer Network Sale.

Vishal Pipes Ltd. New Delhi,

Marketing Executive

Worked Profile : Collection the order from Govt. Departments.&  
Execute the order and collecting the payment after the  
Full execution or Local Dealer Network Sale.

### Skill:-

Sales & Marketing/ Distribution & Channel Management/ Team Management & in Training & Development.

### Qualification:-

Qualification : Graduation (B.Com)

Graduation Date : 1998

Institute/University : MMH.College Ghaziabad, India.

**Personal Details:-**

Father's name Late Sh.Mukhram

Nationality Indian

Language English, Hindi

Date of Birth 14th Nov.1977

Strength High ability to handle responsibilities independently  
good team player

Sex Male

Marital Status Married

DATE:

Place:

Deepak Kumar