

## **Devesh Kumar**

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DOB- 19/06/1991

Dharampur Vaishali Bihar -844116

### **OBJECTIVE**

Seeking for a job to pursue a highly rewarding career and healthy work environment where I can utilize my skills and knowledge efficiently for the organizational growth.

### **Key skills**

- Have a quality for adopting new concepts of studies as well as responsibilities.
- Understand needs of Organisation.
- Easily get involve with the new people.
- Good communication skills.
- Quick Learner.

### **Qualification**

- Completed B.A from Bihar University in year 2013 with 50.25%.
- Passed higher secondary from BSEB, Patna in year 2010 with 58%.
- Passed high school from BSEB, Patna in year 2007 with 46%.
- Currently passout MBA in Marketing from Bihar University 65%

### **Professional Experience**

#### ***Aug'13–Feb'17 with VI-John, Patna as Sales Executive***

##### **Key Deliverables:**

- Responsible for annual financial targets, monthly reporting on sales target by value and gap analysis. Meet and exceed predetermined revenue targets and growth objectives.
- In-depth knowledge of product to answer queries of customers to their satisfaction.
- Develop and foster relationship with client to make loyal customer for our brand.
- Maintains relationships with clients by providing support, information, and guidance, researching and recommending new opportunities, recommending profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares reports by collecting, analyzing, and summarizing information.
- Maintains quality service by establishing and enforcing organization standards.
- Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, benchmarking state-of-the-art practices; participating in professional societies.

***Jul'11 – Jun'13 with Reliance Digital, Patna as Store Associate/ Sales representative***

- Work with customer service team to enhance and improve customer satisfaction.
- Monitor the sales floor to make sure that sales shelves and displays are organized and products are easy to find.
- Assist with stocking shelves and removing outdated stock from shelves to be returned to the manufacturer
- Handle customer questions and resolve customer service issues.
- Collaborate with sales staff to highlight sales floor promotions or add positive energy to seasonal displays.

***● April 2017 to Jan. 2022 till now. Udaan E-commerce Company in Hajipur Vaishali Bihar as B.D.M . Post.***

***● Jan. 2022 to Aug. 2023 Standard Chartered Bank (Solve B2B) Hajipur, Vaishali, Bihar .***

- ***Sept 2023 to Aug 2024 AirPay Fintech company as Asm Hajipur Vaishali Bihar***

**Certification/ Training**

- Ccc computer certificate NIELIT govt. Of india.
- Diploma in computer Application - June 2008 to Aug'08 - PragatiSevaSamiti(Govt institution)
- End user training of SD module of SAP.
- Certification courses of various safety procedures from Mercantile Marine Academy.
- Training on business communication at Vi John.