

CURRICULUM VITAE

Name: Varun Kumar

E-mail: varunmathur147@gmail.com

Phone: 09457256068

CAREER OBJECTIVE:

I am seeking a position with an organization that carries a learning, challenging, and progressive environment and has a strong belief for professional and personal development.

WORK EXPERIENCE:

CURRENT WORKING

RATNAGIRI IMPEX PVT.LTD (01 JULY 2020 to till date)

SALES EXECUTIVE

JOB PROFILE:-

Deal in power weeder ,tiller,htp, water engine etc.

KISAN KRAFT PVT LTD (21 JAN 2018 TO 26 FEB 2020)

SALES EXECUTIVE

JOB PROFILE

- Customer Focus
- Sales Performance and Results
- Planning & Sales performing management
- Communication Meets

AC AGRO (1 MARCH 2017 TO 30 DEC 2017)

SALES EXECUTIVE (ASHWASHAKTI ROTAVATOR)

OSAW UDYOG (12 JAN 2016 TO 24 FEB2017)

SALES EXECUTIVE (GARUD ROTAVATOR)

JOB PROFILE:

- Customer Focus and Coverage
- Sales Performance and Results
- Planning & Sales performing management
- Communication Meets
- Selection, Coaching and Supervision
- Company, Industry and Product Knowledge

BUSINESS OFFICER**IPCA LABORATORIES****(19July 2011 to 2 march 2014)**

IPCA is a fully-integrated Indian Multinational pharmaceutical company

ACHIEVED 101 % IN 2012**ACHIEVED 104 % IN 2013****JOB PROFILE:**

- To accomplish marketing and sales human resource objectives by recruiting, selecting, orienting, training, assigning, scheduling, coaching, counseling, and disciplining employees; communicating job expectations; planning, monitoring, appraising, and reviewing job contributions; planning and reviewing compensation actions; enforcing policies and procedures.
- To achieve marketing and sales operational objectives by contributing marketing and sales information and recommendations to strategic plans and reviews; preparing and completing action plans; implementing production, productivity, quality, and customer-service standards; resolving problems; identifying trends; determining system improvements; implementing change.
- To meet marketing and sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.
- To accomplish marketing and sales objectives by planning, developing, implementing, and evaluating advertising, merchandising, and trade promotion programs; developing field sales action plans.
- To identify marketing opportunities by identifying consumer requirements; defining market, competitor's share, and competitor's strengths and weaknesses; forecasting projected business; establishing targeted market share.
- To improve product marketability and profitability by researching, identifying, and capitalizing on market opportunities; improving product packaging; coordinating new product development.

**7 Months With Nestor Pharmaceuticals
As A field Officer in (12DEC 2010-22JUN2011)**

Nestor is a fully-integrated Indian pharmaceutical company manufacturing over 100 formulations and 25 APIs for various therapeutic segments.

JOB PROFILE:

- Customer Focus and Coverage
- Sales Performance and Results
- Planning & Sales performing management
- Communication Meets
- Selection, Coaching and Supervision
- Company, Industry and Product Knowledge
- Market Analysis
- Building Relations with Doctors, Chemist and Other Customers

EDUCATIONAL QUALIFICATIONS:**PROFESSIONAL QUALIFICATION:**

- **POST GRADUATE DIPLOMA IN BUSINESS MANAGEMENT(2008-2010)**from AICTE(BAREILLY)
- **BACHELOR OF FOOD SCIENCE (2007-2008)** from BUNDELKHAND UNIVERSITY(JHANSI)

ACADEMIC QUALIFICATION:

- High School (2000-2001)from F R ISLAMIA INTER College Bareilly
- Intermediate (2003-2004) from F R ISLAMIA INTER College Bareilly

COMPUTER SKILLS:

- MS Office (Word, Excel, Power Point)
- Microsoft Outlook

PERSONAL PROFILE:**NAME :** VARUN KUMAR**FATHERS NAME :** MR. V .P.MATHUR**PERMANENT ADDRESS:** RAJEEV COLONY,SUBHASH NAGAR BAREILLY**STRENGTHS:**

Initiative, Responsible, Communicative

HOBBIES:

Internet Surfing, Listening Music

Date of Birth : 28-05-1985**PERSONAL TRAITS:**

- 1 Energetic & Hardworking.
- 2 Good in Team Work.
- 3 Keen to Explore and Learn.
- 4 Adapt to particular needs and circumstances

DECLARATION:

I consider myself familiar with Pharmaceutical Field. I am also confident of my ability to work in a team. I hereby declare that all the details given above are true to the best of my knowledge and belief.

VARUN KUMAR

Place: Bareilly

Date: