

CURRICULAM VITAE

Manish Kumar

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Career Objective:-

To work in a dynamic environment that provides me a wide spectrum of experience and exposure. To be dedicated to the profession and utilize my potential to ensure organizational and personal growth.

Academic Qualification:-

10th from Haryana Board of School Education

12th from Haryana Board of School Education

Graduation (BBA) from Aggarwal P.G. College affiliated to MDU

Post Graduation Programming in Management & Insurance from IILM College of Higher Education, Gurgaon.

Technical Skills:-

Diploma in Computer Application & Programming

ITIL Global Certified

Internship:-

I have done 45 days of internship in Escorts Pvt. Ltd Faridabad as a Customer care executive

1 Month of Internship in ICICI Prudential, Rohtak as a Financial Service Consultant

Experience:-

- 2 year 3 months of experience in HCL Infosystem - HCL CDC Pitampura as an Associate Business Manager

- 4 year of experience in CMC Academy (CMC Ltd) Noida as a Business Development Manager
- 1 Year of experience in HCL Learning – HCL CDC Noida as a Business Development Manager
- 1 Year 6 months of experience in Headstar Technologies – IBM Business Partner Noida as a Regional Manager.
- 3 Years of Experience with KVCH Pvt Ltd, Noida as Sr. Business Development Manager cum Business Head. KVCH is authorized exam center of Cambridge Assessment English part of university of Cambridge U.K. and also Partner with ORACLE WDP for technical trainings.
- 1 Year 5 Months Experience with Froyo Technologies Faridabad as Manager – Training & Development.
- At present I am working with Onetick Technologies Pvt Ltd, as GM-Business Development since July, 2022.

Key Responsibilities:-

- Tie up with colleges and Universities for workshop, seminar & Scholarship exams.
- Meetings with the college HOD, Directors and training & placement officers for the collaboration.
- Generating Bulk Leads from Colleges & Universities for Trainings & Courses.
- Marketing Strategy: Developing a Marketing Plan in line with business requirement
- Supporting sales team in achieving its targets of volumes/profit
- Design and deliver product training and utilization classes for new sales staff
- Creating Brand awareness by doing various marketing activities
- Responsible for smooth and effective working in the organization.
- Analyzing financial situation and responsible for revenue generation.

Achievements

- After joining HCL CDC Pitampura as Associate Business Head in 2010, first time I led the sales and marketing team. With-in one year HCL CDC Pitampura branch was on top position in all India in term of Business.
- I joined CMC Academy (Training arm of CMC Ltd) Noida as BD Manager in 2012. I did the highest registrations from my territory. I collaborated 12 Engineering Colleges for the bulk training. College names are, AITM Palwal, APJ College Gurgaon, Applied College Palwal, MVN University, GLA University, JPIIT Noida, TITS Bhiwani, MDU Rohtak, BRCM Bhiwani, GITAM Jhajjar, MERI College Janakpuri, GITM Gurgaon etc
- I joined HCL CDC Noida branch as Sr. B.D Manager in 2016. I did 2 CR of business in just 8 Months, which was my best performance ever.

- When I joined IBM CE, I did the tie up with GB Pant College, Pauri Garhwal under TEQIP scheme of Skill development. Every year students join for technical training

Strength:-

- Confident & Reliable
- Presentation Skills
- Good Motivator & Smart working person
- Team Leader
- Target Oriented

Language Known - Hindi & English

Declaration:-

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

(Manish Kumar)