

KISHOR KUMAR

SALES MANAGER



Present Address:-

Ranchi, Jharkhand

Contact Number:- 7004205500 / 9031136899

Email Id:- kishorhappy@gmail.com

Passport No:- ZA446531

PROFESSIONAL SUMMARY

Results-driven sales and distribution professional with 10+ years of experience in territory management, channel sales, distributor and dealer development, retail market expansion, team leadership and target achievement. Proven record of driving revenue growth, improving market penetration and executing trade promotional activities. Experienced in stock availability, outlet coverage, retailer relationship management, competition tracking and sales performance monitoring. Seeking Territory Sales Manager / Area Sales Manager opportunities in the FMCG sector.

CORE COMPETENCIES

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|---|------------------------------------|
| • Primary & Secondary Sales | • Territory & Area Management |
| • Distributor / Dealer Management | • Channel Sales & Distribution |
| • Retailer & Outlet Expansion | • Sales Target Achievement |
| • Team Handling & Field Execution | • Market Penetration & Coverage |
| • Stock Availability & Inventory Monitoring | • Trade Promotion Execution |
| • Competition & Market Analysis | • Retailer Relationship Management |
| • New Customer Acquisition | • Sales Performance Monitoring |
| • Negotiation & Communication | • MS Excel, Word & PowerPoint |

PROFESSIONAL EXPERIENCE

Sales Manager | Shree Nath Marble | Dhanbad, Jharkhand & Asansol (WB) | Jan 2023 – Present

- Manage territory sales operations, revenue growth and market expansion across the assigned area.
- Drive monthly and annual sales targets through dealer development, customer acquisition and field execution.
- Manage dealer relationships and monitor sales team performance against business objectives.
- Track competitor activities, pricing trends and local market opportunities to support sales planning.
- Monitor stock-wise data for tiles, marble and sanitary products to support product availability and sales execution.
- Delivered 22% sales growth in the assigned territory and improved market penetration.

Center Manager – Sales & Distribution | Letstrack Tech Pvt Ltd | Dhanbad, Bokaro, Giridih, Jamtara, Dumka, Deoghar Jharkhand | Dec 2020 – Dec 2022

- Managed sales targets, distribution operations and revenue growth for the assigned territory.
- Planned brand-wise promotional activities and executed channel partner programs to drive sales.
- Monitored retail stock availability and ensured brand visibility across assigned outlets.
- Built strong retailer and distributor relationships and escalated market feedback and complaints to management.
- Led the sales team, monitored performance and supported territory expansion.
- Delivered 25% sales growth and strengthened distributor network and market penetration.

Team Leader – Sales | Udaan | Dhanbad, Jharkhand | Sep 2018 – Nov 2020

- Led territory sales operations, retailer acquisition and market expansion across the assigned area.
- Managed distributor and dealer relationships and monitored team performance against sales targets.
- Executed brand-wise promotions and channel partner activities to improve sales and outlet engagement.
- Monitored retail stock availability and collected retailer/distributor feedback for management action.
- Tracked competition and pricing trends to support territory-level sales execution.
- Achieved 110% of annual sales target through disciplined field execution and team leadership.

Device Sales Executive | Reliance Jio Infocomm Ltd | Ramgarh, Jharkhand | Oct 2015 – Aug 2018

- Managed territory sales, distributor/dealer relationships and retail market expansion.
- Assigned Jio Phone sales targets to the team and monitored territory performance.
- Executed channel sales promotions and drove SIM and recharge voucher sales across the territory.
- Tracked competition, pricing and new retailer acquisition opportunities.
- Achieved 110% of annual sales target and supported consistent territory execution.

Sales Executive | Poddar & Communication Pvt Ltd | Ramgarh, Jharkhand | May 2013 – Jul 2015

- Managed assigned territory sales and worked toward monthly and annual business targets.
- Expanded retailer coverage and acquired new retail accounts in the market.
- Tracked competition and pricing activities and supported local sales execution.
- Drove SIM and recharge voucher sales across the assigned territory.

EDUCATION

B.A. (General) | Vinoba Bhave University, Hazaribagh | 54.58%

10+2 (Science) | Ramgarh College, Ramgarh Cantt | 49.00%

10th | Kendriya Vidyalaya, Ramgarh Cantt, Jharkhand | 54.00%

TRAINING & COMPUTER KNOWLEDGE

- Diploma in Computer Hardware Chip Level & Troubleshooting – Vikash Puri, New Delhi (9 Months)
- Advanced Diploma in Computer Applications – Prayagdas Tomar Computer Education Pvt Ltd. (1 Year)

PROFILE: -

Gender	:-	Male
Father's Name	:-	Shri. H.R.Das
Date Of Birth	:-	16th April 1986
Nationality	:-	Indian
Marital Status	:-	Married
Permanent Address	:-	S/O- Shri Haradhan Rohi Das

Ranchi, Jharkhand, Pin- 828113

DECLARATION: -

I hereby declare that all the above information is correct to the best of my knowledge.

Date: -

Place: -

Applicant's Sign)

(Kishor Kumar)