

RESUME

DEVENDRA KUMAR DEVLIA

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📍 Kota, Rajasthan – 324006

DOB:23-06-1992

PROFESSIONAL SUMMARY

Dynamic and result-oriented Sales Professional with **10+ years of experience** in Sales, Marketing, Territory Management, Dealer Development, and Customer Relationship Management. Proven ability to achieve sales targets, expand market presence, develop dealer networks, and manage key customer relationships. Strong expertise in team coordination, business development, and channel sales.

WORK EXPERIENCE

Retail Sales Officer

Indikal Technology Pvt. Ltd., Kota
2025 – 2026

- Managed sales operations and business development activities.
 - Developed and strengthened dealer and distributor networks.
 - Increased market penetration and customer acquisition.
 - Achieved sales targets through effective territory management.
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Retail Sales Officer

Shyam Baba Trading Company, Kota
2024 – 2025

- Managed sales of Sanarian Water Coolers, Gangnam Appliances, and Blue Star Products.
- Developed dealer network and maintained customer relationships.

- Conducted market visits and generated new business opportunities.
 - Ensured achievement of monthly and annual sales targets.
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Retail Sales Officer

Orfin Appliances Rajasthan, Kota
2021 – 2023

- Handled Khaitan Orfin Home Appliances for Kota Division.
 - Managed dealer sales and market development activities.
 - Increased product visibility and customer reach.
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Sales Agent

Britannia Industries, Kota
2020 – 2021

- Promoted and sold Sanitizers, Masks, and Hand Gloves.
 - Managed retailer relationships and distribution activities.
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Retail Sales Officer

S.S. Infotech, Jaipur / Kota
2016 – 2020

- Managed sales of Biometric Devices, PVC Card Printers, and E-Mitra related products.
 - Developed business opportunities and maintained customer relationships.
 - Provided product demonstrations and after-sales support.
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Computer Operator

Singhal Associates, Kota
2015 – 2016

- Processed online forms for NEET and JEE students.
 - Managed Aadhaar correction and E-Mitra related services.
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EDUCATION

B.Tech

Electrical, Electronics & Communication Engineering
Gurukul Institute of Engineering & Technology, Kota
2015

KEY SKILLS

- Sales & Marketing
 - Territory Management
 - Dealer Network Development
 - Business Development
 - Customer Relationship Management
 - Channel Sales
 - Team Management
 - Communication
 - Sales Target Achievement
 - Market Analysis
 - Product Demonstration
 - After Sales Support
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LANGUAGES

- Hindi – Fluent
 - English – Intermediate
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DECLARATION

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

Date

Signature

Place: Kota

DEVENDRA KUMAR DEVLIA