

## RESUME

**VINOD KUMAR**

### **Permanent address:**

**Velijipada,Majiya,Nahali**

Banswara Dungarpur Rajasthan

Mob. No. 9116548104

Email id :charpotav394@gmail.com

## CAREER OBJECTIVE

To join and work an organization which is progressive and gives me a chance my skills and be a part of the team that excels in work towards the growth of the organization and gives me satisfaction thereof.

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## EXPERIENCE

**Sales Executive – Wonder Cement Ltd., Banswara, Rajasthan**

### **Roles & Responsibilities:**

- Managed cement sales across Banswara, Kushalgarh, Bagidora, Ghatol, and nearby markets.
  - Visited dealers, retailers, contractors, and construction sites to generate new business opportunities.
  - Achieved monthly sales targets by increasing dealer orders and expanding market coverage.
  - Appointed new dealers and maintained strong relationships with existing customers.
  - Conducted market surveys and monitored competitor pricing and market trends.
  - Coordinated with distributors and logistics teams to ensure timely product availability and delivery.
  - Collected payments from dealers and followed up on outstanding dues.
  - Resolved customer complaints and ensured excellent customer satisfaction.
  - Prepared daily sales reports and submitted market feedback to the Area Sales Manager.
  - Promoted company products, dealer schemes, and marketing campaigns to increase sales and strengthen the dealer network.
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- 2 year working experience at **LIGHT MICRO FICANCE, BAGIDORA.**
  - 6 months working experience at **AYE FINANCE, BANSWARA.**

### **Handwritten Dates:**

- **19/11/19 – 14/08/24**

- **08/10/21 – 07/02/22**

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## EDUCATIONAL QUALIFICATION

- Secondary passed (10th) – **RBSE**
- Senior Secondary passed (12th) – **RBSE**
- BA – **MLSU Udaipur**

## SKILLS

Have relevant skills of operating, communicating, marketing and supervision.

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## PERSONALITY TRAITS

- Honest
  - Positive attitude
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## PERSONAL DETAILS

1. Father's name : **Kantilal**
  2. Date of Birth : **17/10/1994**
  3. Sex : **Male**
  4. Marital Status : **Married**
  5. Languages Known : **Hindi, English**
  6. Nationality : **Indian**
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## DECLARATION

I hereby declare that information provided by me is true to best of my knowledge and record.

**VINOD KUMAR** (Signature)