

## CURRICULUM VITAE

### **SANJEET KUMAR**

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### **Profile Summary**

A self-motivated team player with an excellent communication, analytical, problem-solving and innovative skills.

Microsoft Azure, Microsoft Cloud Solutions, Amazon Web Services (AWS), Cloud Computing Internet Lease Lines, SAAS, Office 365, Microsoft Licensing, Win Server.

ERP Consultant , Software Sales. Meeting With Customers. Installation/Implementation.

Generates and processes new sales leads as necessary. Answers Phone calls from customers and deals with problems as they arise

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### **Job Experience**

Company : **Lasting Software Pvt. Ltd.**



**Job Profile** : Business Development Manager

**Job Location** : Chandigarh (UT)

**Joining Date** : 9<sup>th</sup> November 2019

**Leaving Date** : Long Leave due to Lockdown

#### **Key Responsibilities & Job Role :**

- Presenting, promoting and selling the company product to existing and new customers.
- Converting leads into prospective customers within shorter span of time.
- Establishing and developing positive business and customer relationship.
- Reach potential customers through reference from the existing customers by creating my own database.
- Coordinate sales effort with team members and other departments.
- Analyze the territory market potential to track sales for future need.
- Keep abreast of best practices and promotional trends for better sales force.
- Continuously improve performance through feedback.

Continuously keep track of the requirements needed by the customers and make sure to get it done by the product team and implement to the existing customers.

Partner Account Management, Sales & Marketing, Channel Partner Management, Customer Relationship Management, New customer Acquisition, Promos and Product Launching, Event Management, FOS Management, Inside Sales, Team Handling Capabilities .ERP Sales & Support, Remote Demo & On Site Demo of our ERP ERP Consultant , Software Sales. Meeting With Customers. Installation/Implementation...etc.

### **Technical Skills.:**

Microsoft Azure, Microsoft Cloud Solutions, Amazon Web Services (AWS), Cloud Computing Internet Lease Lines, Office 365.

  
**Company :** **toppr** **TOPPR TECHNOLOGIES PVT. LTD**

**Job Profile :** Sales & IT Executive  
**Job Location :** Raipur, Chhattisgarh  
**Joining Date :** 18<sup>th</sup> July 2019.  
**Leaving Date :** 8<sup>th</sup> October 2019.  
**Job Role :** Academic Counselor (Sales)

Academic Consultant (AC) who is passionate about changing the way millions of children learn. He/she schedules and conducts structured counseling sessions. Through this session, the AC analyses a student's need for Topper and helps him/her buy the subscription.

Driving Educational Programs for Academic Institutions sales with Constant Customers Engagements

  
**Company :** **SR GNERAL TRADING LLC**

**Job Profile :** Sales & IT Executive  
**Job Location :** Deira, Dubai (United Arab Emirates)  
**Joining Date :** 13<sup>th</sup> August 2017.  
**Leaving Date :** 30<sup>st</sup> June 2019.

**Key Responsibilities:**

- Generate and conduct one-on-one meetings and influence the decision makers to take action using cold emails, cold calls, linked-in and enhance the marketing pipeline.
- Maintain accurate records of sales activities and statistics within the CRM. Coordinating with the remote team (product team), client and the management.

**Job Role** : Generates and processes new sales leads as necessary. Answers Phone calls from customers and deals with problems as they arise. Arranges appointments with clients and sales team.. Maintaining the data of Sales and purchase.

**Company** : **DATAMAN COMPUTER SYSTEMS PVT LTD.**



**Job Profile** : **Software Sales & Support**

**Job Location** : **Bihar, Jharkhand & North East States**

**Joining Date** : **1<sup>st</sup> October 2016.**

**Leaving Date** : **28<sup>th</sup> february 2017.**

**Job Role** : **Support all pre-sales activities of the company,**

Meet sales target identified by upper management, Develop effective sales plans, Sold enterprise software and hardware. Provide detailed information about technical specifications of products marketed by the company Demonstrate how the product, be it a software or hardware, works and provide technical advice to Customer about installation and usage.

**Company : TRIGATE TECHNOLOGIES PVT. LTD.**



**Job Location : Kolkata, West Bengal**

**Job Profile : IT Sales Engineer.**

**Joining Date : 13<sup>th</sup>October 2014.**

**Leaving Date : 29<sup>th</sup>July 2016.**

**Job Role : Meet sales target identified by upper management Develop effective sales plans ,Sold enterprise software.**

**Company : BROADCAST ENGINEERING CONSULTANT INDIA LIMITED, NEW DELHI.**

**(A Government of India Enterprise - Under MINISTRY OF INFORMATION & BROADCASTING)**



**Location : MINISTRY OF INFORMATION & BROADCASTING, Shastri Bhawan, New Delhi-110001.**

**Job Profile : Project Engineer.**

**Joining Date : 22<sup>th</sup>October 2012**

**Leaving Date : 03<sup>rd</sup>September2014**

**Job Role : - I was working on the project CABLE TV DIGITALIZATION.**

- To find out & resolve issue related to MSO & LCO'S.
- To update the website of government portal of <http://www.mib.eoffice.gov.in> & <http://www.digitalindiamib.com> with the use of NIC Toolkit, MS office, Adobe Photoshop, CSS, HTML.
- Handling technical Problems of digitalization & online support for the same.
- **Checking technical & commercial feasibility of MSO Licenses & to submit to join Secretary PMU, (MINISTRYOFINFORMATION & BROADCASTING).**

**Company** : **TECH MAHINDRA LIMITED.**



**Job Location** : IT Park Chandigarh (UT)

**Job Profile** : Customer Support Associate.

**Joining Date** : 26<sup>th</sup> October 2010.

**Leaving Date** : 30<sup>th</sup> June 2011.

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## Academic Qualifications

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- B.Tech (Computer science & Engineering) from IEET-BADDI, Solan (H.P.)  
Under Himanchal Pradesh University (H.P.U.), Shimla. In 2010.
- 12th from JRC-Chapra under BIEC-PATNA in 2004.
- 10th from BVM-Chapra under CBSE in 2002.

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## Technical Skills

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**OS/Applications:** Windows XP/Vista/7/8, Microsoft Office (Word, Excel, Access, Outlook, PowerPoint), Photo shop, ERP ,CRM ,SAAS, Office 365

**Languages:** Informatica , Oracle, HTML, CSS, Basics of C/C++.

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## Academic Projects

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- Analysis of Computer Network in BSNL, Chapra,Bihar
- Movie gallery in C++ at “WIZARD-TECH”, Chapra, Bihar
- Virtual I.( Augmented reality) in flash,(with live application),Adobe player at IEET-Baddi, (H.P.)

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## Extra Co curricular Activities and Achievements

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- Member of ISTE Club of College.
- Member of SUN Club of College.
- Active Participant in Blood Donation.
- Event Manager of the MND Committee of National level Tech Fest.
- Play the district level CRICKET tournament.
- Awarded as the best Painter in SANSKAR BHARTI and S.B.I.
- Player of college Volleyball team during inters State Championship.
- National level certificate of Fine arts awarded by the ministry of Information and Broadcasting.

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## Personal Information

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**Strength** : - Adaptive, Regular, Responsible, Confident, Innovative.

**Hobbies** : - Fine Arts (painting, pencil art), Listening Music, travelling.

**Date of Birth** : - September 2<sup>nd</sup>, 1987.

**Permanent Address** : - **SANJEET KUMAR**  
S/O Mr. Shankar Prasad,  
AT-Krishnapuri, Nandlaltola (Near Grkha Dhala),  
Dist -Chapra (Saran), Pincode-841301, BIHAR.

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## Declaration

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I hereby declare that the above-mentioned information is true in all respect and if any error is found then I will be responsible for the consequences.



**SANJEET KUMAR**