***Curriculum Vitae***

***SUDERSHAN KUMAR*** 

*Rathiwas Mor Near Bilaspur Chowk*

*Gurgaon Haryana - 122413*

*Email : sudershan85k@gmail.com*

*Mob. 09991274814*

 ***Career Objective***

 *To work in association with professional groups who offer me the opportunity for career*

 *advancement and professional growth.”*

 ***Academic Qualification***

*10th  from Board of Sch. Edu. Haryana with second division session 2001.*

*10+2 from Board of Sch. Edu. Haryana with second division session 2003.*

*B.Com from MDU Rohtak Haryana with second division session 2006.*

***Professional Qualification***

*MBA (Finance) from NIMS Delhi under affiliation GJU & Sci. Tech. Hissar (Haryana****)*** *session 2008-2010*

*PGPM (Finance) from Netaji Subhash Inst. of Mgt. Science New Delhi****.***

***Summer Training***

*A comperative study of customer satisfaction of MTNL sanchar haat and other outlets. From 25th August to 13th October 2008 in the Marketing Unit of MTNL Janpath (New Delhi)*

***Project Work***

*A project report on Religare Mutual Fund New Delhi.*

***Computer Knowledge***

*One year Diploma in Software Management from Satyamev Jayate Institute*

*(A division of DISHA Infotech Org.)*

*Working knowledge of computer (Power Point, Internet , Excel, Windows etc.)*

*Working knowledge of CRM software.*

***Experiences***

***Job Title – Business Development Officer (March 2009 to April 2011)***

*Company Name –* ***Precision Electronic Instruments Co. New Delhi****.*

***About Company:-***

*An ISO 9001:2008 certified manufacturer, supplier and exporter of Weighing Scales, LED Display Boards, Weighbridge, Vehicle Tracking System, GPS Vehicle Tracking, Digital Weighing Scale, Weighing Scales, Crane Scales, and many more under the brand name of GOLDTECH.*

***Job Profile:-***

*Meet Customers Monthly/Quarterly (or as called-in by customer) to monitor Promise Delivery & Customer Satisfaction*

*Understand Customer Requirement*

*Meets assigned targets for profitable sales growth in assigned*

*product lines.*

*Supports the success of an assigned team of sales people, including*

*Business development and sales representatives.*

 *Develop product and marketing strategies for capitalizing on opportunities and maximizing business results.*

 *Establish regional marketing program goals, targets and priorities.*

 *Collections from customers in the region.*

 *Co-ordination for quality issues for customers in the region.*

***Job Title – Assistant Manager (Operation) Since April 2015***

*Company Name –* ***Super India (Global) Logistics Pvt. Ltd. (Gurgaon)***

***Job Profile:-***

*Tracking & Reporting the feedback of the fleet to concern parties.*

*Prepare Route charts expenses.*

*Trip Settlement of the Vehicles.*

*Liaise with Operations on the status of equipment.*

*Make recommendations that would improve the efficiency and effectiveness of the garage operation.*

*Handling of the cash management.*

*Coordinate with Store & Maintenance Dept.*

*Handling legal work of the Vehicles.*

***References By:-***

1. *Mr.Dinesh Singh (Ex.Varuna Logistics) Mob. No. 09355188511*
2. *Mr. Virender Kumar Rathi Ex. Om Logistics Ltd. 07404013788*
3. *Mr. Wazir Singh (Billing) Gati-Kwe Gurgaon Mob.09992888971*

***Personal information***

 *D.O.B. -- 15-04-1985*

 *Father’s name -- Sh. Hawa Singh*

 *Mother’s name -- Smt. Santro Devi*

 *Interest -- Playing Cricket and Watching Movies.*

 *Languages -- English, Hindi.*

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

 *Sudershan kumar*