

Adarsh Kumar, Computer and Communication Engineering, Batch 2021

Patna, 801503, India, +91-9123481052, info@adarshkumar.in

Date of birth 07/10/1998

LINKS [Website](#), [Linkedin](#)

PROFILE Experienced sales professional skilled in project management, market research, sales strategy development and implementation, building customer relationships, and negotiating sales contracts. Proficient in delivering presentations, providing after-sales support, and adjusting sales strategies based on industry trends and competitor activities.

EDUCATION

May 2017 — May 2021 Bachelor of Technology, Manipal University Jaipur, India

EMPLOYMENT HISTORY

Mar 2022 — Present Project Engineer, Wipro Kolkata, India

- Providing technical support and troubleshooting for hardware and software issues.
- Developing and implementing IT projects from start to finish, including planning, testing, and deployment.
- Collaborating with other IT professionals to design and implement new systems and technologies.
- Identifying and resolving security threats and vulnerabilities.

Sep 2020 — Feb 2022 Sales Executive, Mahindra & Mahindra Hazaribagh, India

- Building and maintaining relationships with customers to understand their needs and preferences.
 - Making cold calls, sending emails, or conducting in-person meetings with potential customers.
 - Negotiating sales contracts and closing deals with customers.
 - Collaborating with other teams such as marketing, customer service, and product development to improve sales performance.
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COURSES

Jan 2023 — May 2023 Effective Business Communication, IIM Bangalore

SKILLS	Microsoft Office	Expert	Adaptability	Expert
	Microsoft Excel	Expert	Communication Skills	Experienced
	Microsoft PowerPoint	Expert	Fast Learner	Expert
	Effective Time Management	Expert	Ability to Work in a Team	Expert

LANGUAGES	English	Native speaker	Hindi	Native speaker
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HOBBIES Reading, Blogging, Video Games

EXTRA-CURRICULAR ACTIVITIES Managing Editor, [adarshkumar\[dot\]in](mailto:adarshkumar@adarshkumar.in)