



HEMANT KUMAR

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Over 2.5+ years of experience in sales, customer dealing, team management & order management. Results-oriented professional with the proven ability to work efficiently in project management team.

WORK EXPERIENCE

SENIOR SALES EXECUTIVE

Lightomation Tecno Solution

May 2019-May 2021

Delhi

- Record sales and order information, sending copies to the sales office & gather market and customer information .
- Making accurate, rapid cost calculations and providing customers with quotations.
- Gather market and customer information.
- Listen to customer requirements and present appropriately to make a sale.

SENIOR ASSOCIATE

Accenture

May 2021-Nov 2021

Gurugram

- Prepares customers proposals or tender documents to fulfil orders .
- Generates shipment and acquires invoices packing instructions and shipping release.

EDUCATION

- Pursuing Masters in Political Science from Indira Gandhi National Open University.

New Delhi

- Completed Graduation in Political Science Hons. from Delhi University.

Aug'2017

New Delhi

KEY SKILLS

Team Management

Managing Field Force

Interpersonal

Project Management

Handling Negotiations

Consulting

Documentation

Building Teams For Tomorrow

HOBBIES & EXTRACURRICULAR

- Reading contemporary English fiction & Writing
- Traveling & learning about new cultures

LANGUAGES

- English: Excellent written and spoken
- Hindi: Mother Tongue