



# SANJAY KUMAR S

## OBJECTIVE

Aim to be an associate with a progressive organization and work in a challenging environment that gives me scope for continuous learning and progress as an individual as well as a professional and be part of a team that dynamically works towards the growth of the organization.

## CONTACT

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## TRAITS

- Ability to deal with people diplomatically.
- Easily mingle with others, hard worker.

## STRENGTHS

- Accepts positive Criticism.
- Possess excellent Man management Skills
- A continuous Quick learner

## PORTAL

Naukri, Monster, Social Media

## PERSONAL DETAILS

- DOB: 26-07-1985
- Marital status: Single
- Current Location: Mangalore
- Preferred Location: No Preference

## ACADEMIC

- MBA in Human Resource Management at Mangalore University.
- B. Com in Finance at Mangalore University.

## WORK EXPERIENCE

**Ayur Overseas job Consultancy: Proprietor since November, 2021**

**Accenture., India: HR Service Delivery Analyst**

17<sup>th</sup> June 2021 to 20<sup>th</sup> October

**Client: UPS - Canada**

**EnviGreen Biotech India Pvt. Ltd: Business Developer Cum Operations Manager**

(September 2015–March 2020).

**FRESHLY FROZEN FOODS, DUBAI: Purchase Assistant**

Nov 2013–July 2015

## RESPONSIBILITIES

- Develop a growth strategy focused both on financial gain and customer satisfaction
- Conduct research to identify new markets and customer needs
- Arrange business meetings with prospective clients
- Promote the company's products/services addressing or predicting clients' objectives
- Prepare Sales Contracts ensuring adherence to law-established rules and guidelines
- Provide trustworthy feedback and after-sales support
- Build long-term relationships with new and existing customers
- Develop entry level staff into valuable salespeople
- Involved into Internal Recruitment
- Managing Sales, Purchase & Recruiting.

## DECLARATION

I hereby declare that the information furnished above is true to the best of my knowledge and belief.

Place: Mangalore

Date:

(Sanjay Kumar)