



KUSHAL GUPTA

MBA (MARKETING & IT) with 10+ yrs Experience in every process of Sales in Software solutions, hardware and digital marketing, Advertisement sales.

GET IN CONTACT

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PERSONAL DETAILS

- Total Experience 10 Years 2 Months
- Current Location Lucknow
- Date of Birth Nov 20, 1988
- Gender Male
- Marital Status Married

SKILLS

- Retail Sales
- Distribution
- Relationship Management
- Channel Sales
- Marketing
- Promotions
- Modern Trade
- Market Development
- New Product Launch
- Software Sales
- It Sales
- Business Development
- Sales Manager
- Distributor Handling
- Team Handling
- Technical Leadership
- Team Leading
- Team Management
- Team Coordination
- Sales
- ERP Sales
- Software Marketing
- Hardware Sales
- New Business Development
- Strategic Partnerships
- Key Account Management
- Client Relationship Management
- Product Promotion
- Branch Administration
- Corporate Sales
- B2B Sales

PROFILE SUMMARY

To secure a responsible and challenging position with progressive establishment where my skill & knowledge can be gainfully utilize with a good prospect in future.

EDUCATION HISTORY

Post Graduation

Course MBA/PGDM(Marketing)
College Krishna Institute of Engineering and Technology, Ghaziabad
Year of Passing 2013

Graduation

Course BCA(Computers)
College University of Lucknow
Year of Passing 2011

WORK EXPERIENCE

May2024 to Currently working

Territory Account Manager at NComputing

1. Handling sales for B2B, B2C, Corporate sales, Enterprise Sales, Government sales, Education sales, lead generation for customer.
2. Meet regional sales goal by forecasting requirements, and initiated corrective actions.
3. Generated leads and references and follow-up with existing customers.
4. Identify customer needs, clarify information, research every issue and provide solutions.
5. Organize demonstration of the product online and offline both.
6. Taking care of Presale, closure, online support, after sales services and Renewal of software.
7. Taking care of customer needs and timely delivery of project and solutions.
8. Hunting and farming.

Nov 2016 to April 2024

Partnership Manager at V.K. Info Solution

1. Handled sales B2B, B2C, Enterprise Sales, Government sales of Tally ERP software, other ERP software & customization of software solutions, IOT Based products,

- B2B Marketing
- Enterprise Sales
- Business Development Management
- IT Hardware Sales
- Service Sales
- Digital Marketing
- ERP

LANGUAGES KNOWN

- ENGLISH
- HINDI

SOCIAL LINKS

- <https://www.linkedin.com/in/kushal-gupta-42918a66>

CTTV, IT peripherals, Desktop, Laptop and other IT Hardware in UP.

2. Generated leads and references and follow-up with existing customers.
3. Identify customer needs, clarify information, research every issue and provide solutions.
4. Organize demonstration of the product online and offline both.
5. Took care of Presale, closure, online support, after sales services and Renewal of software.
6. Visited events, seminars and market for generating leads.
7. Travelling every city of UP for business expansion and use references.

Nov 2015 to Nov 2016

Business Development Executive at Tally Solutions

1. Handled Channel sales, B2B, B2C, Enterprise Sales, Government sales, of Tally ERP software in UP.
2. Acquired new channel partner and AP, work closely with them and provide strategic advice on increasing sales and expanding customer base.
3. Meets regional sales goals by forecasting requirements, and initiated corrective actions.
4. Account management of partners, assist partners in market expansion, and build the capacity of partners on time to time basis.
5. Participated in events and managed brand visibility.
6. Generated leads and references and follow-up with existing customers.
7. Identify customer needs, clarify information, research every issue and provide solutions.
8. Organize demonstration of the product online and offline both.
9. Took care of Presale, closure, online support, after sales services and Renewal of software.

Jun 2013 to Jun 2015

Sr. Sales Executive at Amkette

1. Handled Channel sales, B2B, B2C, Enterprise Sales, Modern trade, Government sales, of IT peripherals, storage products and mobile accessories in East UP.
2. Acquired new channel partner, work closely with them and provide strategic advice on increasing sales and expanding customer base.
3. Meet regional sales goal by forecasting requirements, and initiated corrective actions.
4. Account management of partners, assist partners in market expansion, and build the capacity of partners on time to time basis.
5. Participated in events and managed brand visibility.
6. Experience in team handling and operational activities.
7. Visited each and every city in entire UP for business and Tie-Ups.
8. Took care of presale, closure, after sales services and CRM.
9. Cold calling and cold visit in market.