

NITESH KUMAR

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OBJECTIVE

Seeking full time career with an organization, which will permit me to use and contribute my abilities in marketing field and to enhance my knowledge and contribute towards its growth by committed and high quality work. My motto in life is "Problems are opportunities and never say die".

PROFESSIONAL EXPERIENCE

SHARMA PHARMACEUTICALS PVT. LTD.

Marketing executive (july 2009 – December2011)

- Product promotion (orthopedic implants)
- Appointing distributors in new sales territories.
- Government tenders & corporate activities
- Achieving targets.

Worked as marketing executive in western u.p,achieved target and got promotion as business development manager of north India within 4 months. Since nov.2010 shifted in government & corporate activities and worked successfully.

Matrix Meditech Pvt.Ltd

Worked from july 2012 to Jan 2013 as ZSM

ADLER MEDIEQUIP PVT.LTD a company of SMITH & NEPHEW

Area Sales Managae (2013-2018)

- Clinical and technical knowledge of Hemi Arthroplasty, Spine, Tumor Prosthesis, Trauma
- Working in Ghaziabad, Noida, Delhi, Western UP, Haryana, Uttarakhand
- Hospital Internal purchase
- Government tenders & corporate activities
- Started company's work in Northern Railway Hospital.
- Achieving targets.

**ATTENDED SALES EXCELLENCE TRAINING PROGRAMME OF
DALE CARNEGIE.**

“WON SALES PERSON OF THE YEAR AWARD FOR 2016”

MERIL HEALTHCARE PVT.LTD

Regional Sales Manager (June2018-May2022)

- Launched Trauma in North India
- Established distribution Network in North India
- Introduced Meril Trauma in Bihar & Jharkhand successfully
- Led a team of 8 people.
- Started company's work in Army Hospital.
- Achieved Target two consecutive years.

WON SALES PERSON OF THE YEAR AWARD IN 2019 and 2020

SIGMA SURGICAL PVT.LTD

Regional Sales Manager (May2022-August2024)

- Expanded Business successfully.
- Established distribution Network in North India.
- Introduced Trauma in Bihar & Jharkhand successfully
- Led a team of 11 people.
- Managed 34 distributors.
- Achieved target every year.

WON MAN OF THE YEAR AWARD IN 2022

WON MANAGER OF THE YEAR AWARD IN 2023

AOSYS PVT.LTD

Zonal Sales Manager (Aug2024-Till Date)

EDUCATION

Examination Passed	Board / University	Percentage
P.G.D.M	N.I.M.T. Ghaziabad	60%
M.A	Patna university	56%
B.A	Patna College	60%
Intermediate	Patna college	55%
Matriculation	GDPP High School	73%

SKILL AND STRENGTH

- Excellent grasping capability
- Ability to adjust the situation
- Sense of responsibility and a hard worker
- A self motivated team player with excellent confidence and commitment
- Excellent communication skill

PERSONAL DETAILS

Name:
Gender:
Marital Status:
Language:
Nationality:

Nitesh Kumar
Male
Married
English, Hindi
Indian

Nitesh Kumar