**KUMAR SHANU**

Mobile: +91-8757036737, ~ E-Mail: shanuhr1990@gmail.com

**PROFESSIONAL SYNOPSIS**

A seasoned professional with 8 yrs. of rich experience in Sales Execuitve, Ecommerce Operation and US Medical Billing - End to End responsibilities.

( Sales & Marketing, E-Commerce Operations, Logistics, Warehouse, Payment posting, Denial Handling,)

**KNOWLEDGE PURVIEW**

* Responsible for sourcing new prospects negotiating with them and Closing Sales deals
* Can support a team and manage both good and poor performance.
* Proactive and able to use initiative when solving problems.
* Excellent Operation, Selling and Communication skills.
* Having a fast moving `can do` attitude.
* Excellent IT and Good Excel Skills.

**CAREER RECITAL**

**Shree R.C. Enterprises ( Mahindra & Mahindra Dealership)**

**Jul’19 - Till Date**

**Position- FSC (Field Sales Consultant)**

**Key Deliverables**

* Meet Personal and team sales targets
* Research accounts and generate or follow through sales leads
* Attend meeting, sales events and trainings to keep abrest of the latest developments
* Report and provide feedback to management using financial statistical data

**Nutrimed HealthCare ( Nutrimed Healthcare Pvt. Ltd.)**

**Jul’16** **– Jul’18 Position- Asst. Mngr. Operations(Seller Management)**

**Key Deliverables**

* Managing Team for Seller Training, Catalog Creation Team.
* Involved in Nutrimed Brand promotion and building Marketing strategies to increase business profits.
* Manage end to end order cycle on seller panel - Amazon, Flipkart, Paytm and other market places.
* Co-ordination with internal team (Merchandising, warehouse and internal team).
* Thoroughly and efficiently gather customer information, access and fulfill customer needs.
* Looking after entire listing process, cataloguing, & pricing. Preparing Catalogue sheets for Uploading of products.
* Manage smooth running of Operations, and supervise the operations team.
* Implements performance goals, monitors and evaluates against pre-set goals implementing action plans to resolve performance barriers as needed.
* Plan & execute different discount offer according to inventory /sales plan time to time.
* Identifying potential, Involvement in product pricing, Implementation of policies and identifying process flows.

**RKA Infotech (** RKA InfoTech LLC.**)**

**May’15** **– Jun’16 Position- Billing Executive**

**Key Deliverables**

* Provide the Primary EOB.
* Update payment batches in reconciliation log .
* Posting payment in client software Complex by citrix, ECW.
* Update all the queries in payment log and queries on weekly basis with team members and team lead.
* Work on missing payment and EOB with AR Team.
* Have a good knowledge of reading EOBs.

**ACADEMIA**

2014 Master of Computer Application from SRM University Chennai, India.

 *Majors (Computer Application)*

2010 Bachelor of Computer Application from BRAB University Muzaffarpur, India.

*Majors (Computer Application)*

2007 10+2 from LND College, Motihari Board BSEB Patna.

2005 10th from HMH School, Raxaul Board BSEB Patna.

**IT Skills**

Operating Systems : MS Windows 9X/ XP/ Vista/7

Database : My SQL

Programming Languages : PHP

Database : My SQL

Web Technologies : CSS, HTML, Word Pres

Designing Tools : Photoshop, Dreamweaver

Web Technologies : CSS, HTML, Word Pres

Web Server : XAMPP

Web Server : Notepad, Edit Plus, Dreamweaver

Tools

**ACTIVITES**

* Best Employee of the Month for January 2016 at RKA Info Tech.
* Certificate of Achievement for March 2016 at RKA Info Tech.

**PERSONAL DOSSIER**

Name : Kumar Shanu

Date of Birth : 11th April 1990

Address : Raghunathpur Motihari - 845401
Languages Known : English and Hindi.

**DECLARATION**

I hereby declare that all the information above furnished are true to the best of my knowledge.

DATE: (Kumar Shanu)