

# SANJEEV KUMAR

## RELATIONSHIP MANAGER



## CONTACT

7795313120

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Mohammedwadi, Pune

## SKILLS

- Teamwork
- Time Management
- Leadership
- Effective Communication
- Critical Thinking
- Team Management
- Customer Relationship

## LANGUAGES

- English
- Hindi

## LINKEDIN

- [https://www.linkedin.com/in/sanjeev-kumar-30601b210?utm\\_source=share\\_via&utm\\_content=profile&utm\\_medium=member\\_android](https://www.linkedin.com/in/sanjeev-kumar-30601b210?utm_source=share_via&utm_content=profile&utm_medium=member_android)



## PROFILE

Enthusiastic and driven professional looking for a business development executive role. Eager to apply strong communication, analytical, and relationship-building skills to contribute to revenue growth and market expansion. Quick learner with a passion for sales and a commitment to delivering exceptional results.



## WORK EXPERIENCE

### NoBroker

Sales Associate/Relationship Manager

April2021-Sept2023

- Providing timely pre-sales support to customers, identifying opportunities, and validating and following up on leads to achieve weekly targets.
- Arranging site visits and virtual meetings with potential buyers, while maintaining strong relationships with both prospective and existing clients.
- Collaborating with the team on dedicated projects and managing existing client accounts effectively.

### Creative Solutions

Business development trainee & executive

June2018-April2020

- Executed business development strategies, contributing to revenue growth and achievement of key targets through strong partner collaboration.
- Conducted requirement analysis and led stakeholder discussions to understand and define business needs.
- Collaborated cross-functionally with sales, account management, product, and operations teams to drive outcomes.

### Home Fundraising India pvt ltd

Fundraiser

Sept2017-  
April2018

- Approaching potential clients
- Generating and closing leads



## EDUCATION

|  |      |
|--|------|
| NMIT, Bangalore - BE(ECE) - Dropped 3rd year     | 2015 |
| PCP INTER COLLEGE, BIHAR - Intermediate - 65.40% | 2010 |
| KISAN HIGH SCHOOL, BIHAR-10th-75%                | 2008 |