



# Kshitij Verma (David)

SALES PROFESSIONAL

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📍 AL FARDHAN PROPERTIES, 39 AL GHUBAIBA RD, AL FAHIDI- DUBAI, UNITED ARAB EMIRATES

## Education

**MBA** 2012 - 2014

MONAD UNIVERSITY, Hapur, Uttar Pradesh, India  
Master of Business Administration (Marketing)

**BBA** 2009 - 2012

DAMS COLLEGE, Kanpur, Uttar Pradesh, India  
Bachelor of Business Administration

**Senior School Certificate Examination** 2008 - 2009

Guru Nanak Public School, Kanpur, Uttar Pradesh, India  
Senior School Certificate Examination (Central Board of Secondary Education)

**Secondary School of Examination** 2006 - 2007

DR Virendra Swarup Education Centre, Kanpur, Uttar Pradesh, India  
Secondary School of Examination (Central Board of Secondary Education)

## Employment

**PRODUCTION & DESPATCH MANAGER** 2017 - 2021  
(Export Division)

ANAND EXPORTS, MUMBAI, MAHARASHTRA

In this company we used to Supply as Well as Export Agri Products, FMCG Products And Chemicals.

We have major clients within India & Overseas Market. I have Experience of 5 Years in this Company.

**ASSISTANT SALES MANAGER** 2015 - 2016

HI SPAN ENGINEERING, KALYAN, MAHARASHTRA, INDIA

In this Company we used to Manufacture Fire Lift, Building Material Lift, Cage and Wall Tie for Spartan Engineering Works and on behalf of them we used to export them to European Countries.

I Have experience of 2 Years in this company.

**PRODUCTION MANAGER** 2013 - 2014

GOODNICK ELECTRONICS PVT.LTD., DELHI, INDIA

In this Company I did Internship for 2 Years. We used to manufacture Solar Modules and Solar Batteries as well as complete Solar Street Light Systems.

## Personal details

Date of birth  
August 29th, 1990

Place of birth  
Kanpur, Uttar Pradesh, India

Driver's license  
UP35 20160010607

Gender  
Male

Nationality  
Indian

Civil status  
Married

LinkedIn  
linkedin.com/in/kshitij-verma-53922b23b

## Skills

Excellent Interpersonal Skills  
Demonstrated in the Ability to  
Effectively Serve Customers  
and Develop Strong Working  
Relationships with Staff.

Expert Knowledge of the  
Selling Process and Effective  
Sales Techniques.

Professional and Confident  
with Excellent Diplomacy and  
Negotiation and Persuasion  
Skills.

Dealing with Stressful  
Situations in a Calm and  
Professional Manner.

## Profile

I am a committed, hardworking and reliable Sales Professional with a strong Marketing and Production Dispatch background and have a positive attitude to face challenges and opportunities. I have previously worked in busy, fast-paced and challenging environments with a track record of introducing improved methods of marketing and dispatch, resulting in reduced costs and increased operational efficiency. I take ownership of my tasks, and I'm willing to go the extra mile to deliver and exceed expectations where possible. My current job role involves Marketing supporting and production dispatch in several areas; therefore prioritising my work activities is a key strength that I have developed

## Internships

**PRODUCTION MANAGER** 2013 – 2014

GOODNICK ELECTRONICS PVT.LTD., DELHI, INDIA

In this Company I did Internship for 2 Years. We used to manufacture Solar Modules and Solar Batteries as well as complete Solar Street Light Systems.

**SITE INSTALLATION & SERVICE PROVIDER** 2007 – 2009

THE UTTAR PRADESH SMALL INDUSTRIES CORPORATION LTD., KANPUR, UTTAR PRADESH, INDIA

It was a Government Undertaking Department and I did 3 Years internship here and visited Actual Sites for Installation and Service of Solar Energy Devices, Solar Water Heater and Solar LED Street Lights

## Extracurricular activities

**VOLUNTEER** Apr 2020 – May 2020

WORLD VISION NGO, UNNAO, UTTAR PRADESH, INDIA

When Covid was affecting and during Lockdown Essential Medicals, Food and Hospitals were in Shortage, I worked with Team & NGO to deliver Essential Medicines, Food parcels and Products to Needful persons.

## Certificates

**MS-CIT** Feb 2009

Completed MS Excel and Power Point Basic Course

**MARG COMPUTING SOFTWARE** Aug 2018

Completed Financial Computing Accounting Software Course for Billing and Entry Purpose

## Languages

English

Hindi

## Hobbies

- Fond of exploring new technologies & new inventions. Attending Seminars & Expo to meet Delegates. Ready to face challenges & explore new market strategies to beat my competitors.
- One of my favorite things to do either when I'm alone or with friends or family is drive. I Love Driving because every time I do, it's a new Adventure. I just love to move from one place to another, listening my favorite Music.
- I Love to choose Trucking as my Profession Because truckers transport so much freight, they provide freedom to Americans, including the freedom to have clean drinking water, access to money, and medications and healthcare. Truck driving is a noble profession and an American way of life. I know that I will enjoy the freedom that truck driving gives us.

## Qualities

- **INTERPERSONAL SKILLS** – I Have abilities to communicate and interact with others (verbal, written and listening),

## References

MR. ANAND

ANAND EXPORTS, MUMBAI, MAHARASHTRA

MR. ASHISH

HI SPAN ENGINEERING WORKS, KALYAN, MAHARASHTRA, INDIA

MR. OM PRAKASH

GOODNICK ELECTRONICS PVT. LTD., DELHI, INDIA

interpretation body  
language, managing  
emotions, negotiating and  
resolving conflicts.

- TEAMWORK SKILLS – I Have teamwork skills to work well with others in a team. Key activities in teamwork include sharing information, helping to resolve a problem, working towards common goals, properly dividing tasks between team members, etc.
- MANAGEMENT AND ORGANIZATIONAL SKILLS – I Have Management and organizational skills which are essential personal attributes and are required in most, if not all, jobs. Research has shown that most projects and tasks fail because of mismanagement. Proper management of time, resources and focus can really do wonders in the workplace and make most projects, activities and organizations successful.