

Highly Accomplished Sales & Marketing Professional having extensive exposure and understanding of Direct Sales, Channel Sales & Office Administration., Currently Working As Astt. Manager with ICFAI University (Campus Programs Admission Department) Chandigarh.

Arun Deep Kotyan

516 b/2
Shiv colony Pinjore (hry).

Ph No 09216809288

<mailto:arundeepl@gmail.com>

CAREER PROFILE

Strong exposure and in depth knowledge of sales and marketing.
Ability to work in large geographical area without any physical supervision.
Excellent logical skills, communications skills and strong interpersonal skills.
To Design, Develop and Implement New Business Models and Penetration Strategies.
Ability to resolve problem through mutual understanding. Having excellent work ethics, team oriented with strong leadership qualities.
During job have always been credited with sincerity and excellent follow-up. Have been the top most incentive earner in north region.

PROFESSIONAL EXPERIENCE

ICFAI University (FTP)

June2007-Present

The ICFAI University represents the multi-state network of universities in Uttaranchal, Tripura, Sikkim, Meghalaya, Mizoram and Nagaland under respective legislations. A number of educational programs are offered in management, finance, banking, insurance, accounting, law, information technology, arts, commerce, education and science and technology at bachelor's and master's levels on full-time campus and flexible learning formats.

Presently serving ICFAI in Campus Programs Admission Department with responsibility to sell Campus Programs of ICFAI in Chandigarh, Haryana and J&K. Forecasting the sale of given area and develop sales strategy.

Astt .Manager Sales – Chandigarh\Haryana\J&k (Karnal, kuk, Jammu, Yamunanager).

Key role activities:

Handling sales of full time campus based programs of ICFAI University through a team of executives.
Forecasting the prospectus sales in Chandigarh\ Haryana\ Jammu (Karnal,kuk,Jammu,Yamunanager).
Planning and organizing seminars, counseling meets and presentations.
Maintaining and developing relationships with existing and new clients like coaching centers and educational institutes.
Developing the area in Haryana , J&K for International product.
Operational activities like stock maintenance, preparing daily sales report, Branch imprest handling.
Preparing the Sales calendar on weekly and monthly basis to ensure increase in business.
Planning and monitoring tours for developing new avenues.
Preparing training calendar and induction programme for all new employees who join the organization.

Achievements:

Developed new potential areas (Panchkula,Karnal,Rohtak, Ambala and Panipat) in region of Haryana which are expected to contribute 15% of total sales from this year.
Have contributed 41% in the overall growth of 110%, of the branch in the current financial year.
Since I joined ICFAI, the Chandigarh branch has provided a turnover of 2.5 Crores
Sold target achiever in North region for the International product of the organization

EDUCATIONAL PROFILE

Masters of Business Administration (MBA) from Kurukshetra University, (2005-07)

B.A from Kurukshetra University, (2004)

PROJECTS

1. SUMMER TRAINING PROJECT

Study of "Market Potential for H M T Tractor". In the region of karnal.

2. DISSERTATION PROJECT

"A Study of Impact of Advertisement on children."

SKILLS

- **Computer** Proficiency on Internet, MS-Office, Windows
 - **Languages** Proficiency in English, Hindi & Punjabi
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PERSONAL DETAILS

DATE OF BIRTH : June 14, 1983
AREA OF INTEREST : Sports, Traveling
MARITAL STATUS : Married


(Arun Deep Kothyan)

Date: 28/20/19.....