

Davinder Kumar

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DOB: Sept 02, 1984

Education

2006-08, MBA, Narsee Monjee Institute of Management Studies, Mumbai

2002-04, B.Sc. (Computer Sci. & Technology), Punjab Technical University, Jalandhar

1999-2002, Diploma in Computer Engineering, Adesh Polytechnic, Muktsar

1999, SSC, Punjab School Education Board

Professional

Jan'16-till now, Regional Manager - Sales (Punjab, J&K and Himachal Pradesh)

Alacrity Knowledge Services Pvt. Ltd., Noida

- Designing and improvising on sales process for newly acquired iStu ERP by Alacrity Knowledge Services Pvt. Ltd.
- Leading end to end sales process from identification of prospect to lead generation to conducting demo to deal closure
- Providing school process analysis for new developments in the ERP system
- Analyzing demand of third party vendor products for integration in iStu ERP System

Jun'14-Dec'15, ERP Sales Consultant (Punjab, Chandigarh, J&K and Himachal Pradesh)

Next Education India (P) Ltd., Hyderabad

- Generating leads and demo requests for NextERP through local sales team of Next Education in Punjab, Chandigarh, J&K and Himachal Pradesh areas
- Analyzing the need, demonstrating the ERP system and providing pre-sales consultancy to the schools
- Providing business and technical analysis to support new development efforts (product and processes) to meet current and projected business needs
- Providing product training to the Business Development Managers and Area Managers

Jun'12-May'14, Sr. Manager - Sales (North Zone)

Algoarray, Bangalore

- Identifying CBSE and State Board private schools in Punjab and Haryana
- Analyzing the needs of School Management System or School ERP in the schools
- Architecting and implementing school requirements in the iStu ERP System
- Meeting, presenting and selling the iStu ERP System of Algoarray to the decision makers (Principals, Management or Trustees etc) of the targeted schools

Feb'09-May'12, Entrepreneur

U. V. Retail (Groceryshop.in & Imperialstore.in)

- Conceptualized and ventured into online channel of grocery and gourmet food retailing
- Developed and implemented business strategies for new products and services
- Determined cost-effective opportunities by analyzing business needs
- Implemented various avenues and models for supply chain & logistics
- Tied up with organizations (Coca Cola, HUL, P&G, etc.) and importers for procurement, branding and marketing

May'08-Jan'09, Assistant Manager**Hirco Developments Pvt. Ltd., Mumbai (Hiranandani Group)**

- Developed feasibility reports and financial model for the 'Retail and Hospitality' projects (Chennai & Panvel)
- Analyzed the retail format & brand value aspects of tenants and developed business by leasing-out retail space in the malls
- Coordinated with the consultants from Sandalwood Retail, Jones Lang LaSalle, and HVS for the design, architectural & leasing aspects of the shopping mall and operator search aspect of hotel and club house
- Lead and coordinated a team of four executives for retail mix & zoning

Oct'04-Jun'06, Executive**Durga Foods, Punjab**

- Responsible for entire Production Management Cycle (process management, quality control, inventory and supply chain management) of Rice division
- Coordinated with leading government agencies viz. Food Corporation of India, Markfed, Punjab Agro and others for food supply and procurement operations
- Lead and coordinated a team of 30 executives for production and supply-chain operations

Research Work

- 2007, Research Assistant to Senior Faculty in Economics Area, worked on the paper "Future of the Retail Trade in India (2008-2012)", published at NMIMS, Mumbai
- 2008, 'Forecasting Retail Trade,' paper demonstrating a forecasting model was accepted in IIM, Kozhikode International Conference on Statistics and its Applications in Management
- 2008, 'Retail Trade in Future,' paper accepted in the Fifth AIMS International Conference, Hyderabad

Achievements

- Top performer in no. of ERP sales in North India and Second in Pan India in 2014-15 at Next Education India (P) Ltd.
- Topper in "Leap Championship", Business Communication Skill Enhancement program of Next Education Learning & Development
- Best product knowledge in ERP Sales team of Next Education India P Ltd.
- Top sales in terms of revenue in India at Algoarray in 2013-14
- Best business analyst for providing key inputs in iStu ERP product development.
- 1st in India to start online grocery retailing in 2009.
- Featured in Hindustan Times, Economic Times, Times of India, Mumbai Mirror, Business World, Images Retail newspapers and magazines for online grocery retailing initiative
- 1st in 'SCA Strategy Challenge,' a marketing research & strategy development plan contest by the Swedish company, SCA
- Best Project award in the final year of graduation for developing a program on Database Management System
- 4th Best Player in MINESWEEPER in India for two consecutive years
- Completed four half marathons (21.1 Kms) in Mumbai & Delhi