**I wish to work with a growth-oriented company and contribute to the development of the organization while upgrading my skillsets and knowledge.**

|  |  |
| --- | --- |
| Technical Skills | MS Excel, Amazon Seller Central |
| Soft Skills | Sales, Negotiation, Business Development |
| Language | English, Hindi |

**Professional Experience**

*RAPRA Pvt Ltd, Account Manager (Amazon) Oct 2020 – Present*

* Currently handling account of 17 sellers on Amazon
* Responsible for smooth collaboration between seller and Amazon, communicate and implement opportunities, changes, enhancements required for the smooth functioning of the account
* Day to day activity includes monitoring the performance of each seller, analysing performance of different products, deciding upon promotions to be executed across the product portfolio, listing of new products
* Responsible for increasing sales on the platform, process adherence, actions on reviews and ratings, making pricing tweaks to be competitive in the market
* Daily communication with the seller counterpart, giving them a download of work done on account, performance, red flag in case of any

*Human Empowerment Lab and Research organization, Team Lead & Field Manager Nov 2016 – Oct 2019*

* Lead a **team of 20** members to execute different project being run by GEORG AUGUST – UNIVERSITY GOTINGEN.
* Ph.D. Students from these university worked in various projects in India such as
* My company use to collaborate with the students to provide guidance, support and help in execution of the project, research work included field visit, conducting surveys, focus group interviews, data collection and data entry
* My work included collaborating with the University students and different members of my company for smooth field visit, interaction with local residents, convincing them to participate in the study by explaining the benefits and need of such studies
* Collaboration with local authorities to take relevant permissions for field visits and carrying out these activities.

**Academic Achievements**

|  |  |  |  |
| --- | --- | --- | --- |
| **Year** | **Degree** | **Board / University** | **Percentage** |
| 2012-2016 | B.Tech (Computer Science) | Subharti University Meerut | 69.4% |
| 2010-2012 | 12th (Science) | Bihar State Education Board | 67.0% |

**Hobbies**

* Playing Cricket
* Playing Table Tennis

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

Place: Bengaluru Rahul Kumar

Date: 30th April 2022