



# KULDEEP GAUR

## Business Manager



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## EDUCATION

### Bachelor of Computers Application

Suresh Gyan Vihar University  
2020 - 2023

## EXPERTISE

- Management Skills
- B2B Sales
- Negotiation
- Critical Thinking
- Communication Skills
- Digital Marketing
- Stock Management

## LANGUAGE

- English
- Hindi

## PROFILE

Proven expertise in sales and business management across diverse industries. Demonstrated exceptional skills in customer engagement and negotiation while driving new car sales at Bhatia and Company and pre-owned car sales at Car Dekho and Spinny. As a Territory Sales Manager at Manmachine Works, successfully expanded state sales through strategic planning and strong client relationships. Transitioned to Business Management at Airtel, where I led operations and implemented growth strategies to optimize profitability.

## WORK EXPERIENCE

### Bharti Airtel LTD.

Business Manager

JAN 2025 - Present

- Managing business operations and spearheaded growth initiatives, leveraging data-driven insights to optimize performance and maximize profitability.

### Manmachine Works PVT. LTD.

Territory Sales Manager

MAR 2024 - JAN 2025

- Selling Machines for Car Washing and Chemicals for car washing and detailing to Direct consumers through Distributors. Also making new distributors to maximize the sales.

### Spinny

ACRM

FEB 2024 - MAR 2024

- Sell a car on zero Negotiations. Home Visits And test Drives of all Passenger Vehicles.

### CARDEKHO

Negotiator

OCT 2023 - FEB 2024

- Negotiating With Customers After Auction Of their Cars, According to depreciation and other Price Impacting Factors.

### Bhatia And Company

Sales Executive

MAY 2019 - JUNE 2023

- New Car Sales, with Maruti Suzuki India Limited, Product Knowledge, Competition Knowledge, Relationship Building