

SHUBHAM SRIVASTAVA



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Address:

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nagar, Lucknow, U.P.
INDIA

Mob : 8299579349

Personal details ::

Father's Name : Arun Kumar
Srivastava

Date of Birth : 24th feb

1992 Gender : Male

Marital Status : Single

Religion : Hindu

Nationality : Indian

Languages Skills :

Language	Read	Write	Speak
English	✓	✓	✓
Hindi	✓	✓	✓

Hobbies:

- ❖ Reading
- ❖ Playing Chess
- ❖ Surfing Internet

Field of Interest:

- ❖ Information Technology (IT)
- ❖ Marketing

SKILLS & STRENGTH :

- ❖ Ability to present myself according to the person.
- ❖ Management Skills.
- ❖ Punctuality.
- ❖ Convincing power.

Objective:

To be a part of an organization where I can contribute to the firm as well as grow along with the organization.

Educational background:

Name of examination	Board/University	Year of	Marks
B.C.A.	SVSU, Meerut	2013	72 %
H.S.C.	C.B.S.E Board	2007	45%
S.S.C.	U.P. Board	2010	71%

Subjects studied:

Marketing & Management information Technology

Practical skills acquired:

- Summer Training Project on Market segmentation and sales trends from "MARUTI"
- Research Analysis on "Selling Strategy of MARUTI".

JOB EXPERIENCE:

Worked As "ACQUISITION MANAGER" In INDUSIND BANK
(Credit Card & Personal Loan) From June 2015 to March 2018.

JOB ROLE :-

- Use To Convince Customers for Credit Cards and Personal Loan by Meeting Them Face to Face.
- Manage Daily Sales Report.
- Organize Corporate Activities for Sales Boost up.

Worked As “ **TEAM LEADER** ” In **SBI CARDS (Tele Sales)** from **March’18 to 17 Jan’20**

JOB ROLE -:

- Assist Managers in Sales Strategy Development.
- Keep Informed of New Products and Services.
- Recruit and Coach the Sales Team.
- Delegate Task and Set Deadlines.
- Set Sales Target Motivate Sales team.
- Prepare Sales Report

➤ Worked As “**Team Leader**” for **SBICARDS in Netambit** from **Feb’21 to Aug’21.**

JOB ROLE -:

- Assist Managers in Sales Strategy Development.
- Keep Informed of New Products and Services.
- Recruit and Coach the Sales Team.
- Delegate Task and Set Deadlines.
- Set Sales Target Motivate Sales team.
- Prepare Sales Report.

- Worked As “**UNIT MANAGER**”
For **SBI CARDS in SKB ENTERPRISES LIMITED** From
OCT 2021 to March 2022.

JOB ROLE -:

Manage Team of 30 Agents and 2
Team Leaders.

Manage Dialer

- Manage Data
- Manage Daily Card MIS.
- Improve Productivity of Agents.

- Working As “**Sales Manager** “ in **NEOTEC ENTERPRISES** Form **4thApril** to 10th May’23

JOB ROLE -:

- Manage Team of 50 Agents and 3Team Leaders.
- Co-ordinate with bankers for MIS andhandle Operational Challenges.
- Manage Data.
- Manage Daily Card MIS.
- Improve Productivity of Tele callers.
- Monitoring Dialer Functionality.

- Working As “**Deputy Manager**“ in **Yes Bank**
Form **12th May’23** Till Date.

JOB ROLE -:

- Manage Team of 15 Agents
- Handle Operational Challenges.
- Manage Data.
- Procuring Business from Branches
- Quality Control
- Cross Sell of Products.

- Improve Productivity of Tele callers.
- Providing Product Training.

Personal profile :

Name -- Shubham Srivastava
Father Name -- Mr. Arun Kumar Srivastava
DOB -- 24 Feb 1992
Nationality -- Indian
Gender -- Male

Declaration:

I hereby declare that the above-mentioned information is correct up to my knowledge and bear the responsibility for the correctness of the above- mentioned particulars.

Place: Lucknow

Date:

SHUBHAM SRIVASTAVA