**CURRICULUM VITAE**

**Ritesh Srivastava**

**D-61, Ganesh Nagar,**

**New Delhi-110092**

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**CAREER OBJECTIVE:**

To get suitable position in this competitive atmosphere with the scope of contributing my abilities for the growth of organization

**WORKING EXPERIENCE:**

**1** Working in **Umang Dairies Ltd.** As **Sales Representative** from September,2014 to present

**Responsibilities-**

* Responsible for primary & secondary sales of Flavored Milk & Ghee through channel sales,
* Handling& Appointing Distributors in assigned territory to enhance market penetration and distribution, Display & merchandising,
* Competitive feedback Innovation for better results,
* Marinating the MIS Reports and optimizing revenue and achieving business through retailers and distributors,
* Monitoring speedy resolution of Distributors queries and retailers & grievances to maximize satisfaction levels,
* Planning, organizing and implementing innovative sales programs/strategies to improve the product awareness and escalate business volumes,
* Handling sales team & making sure the availability of product for the entire respective region, Handling modern trade and Institutional sales
* Demonstrating company values, ethics & pride through exemplary behavior,

**2** Worked in **Venkateswara Spices Co.** As **Sales Executive** from July 2013 to August 2014

**Responsibilities-**

* Managing & Appointing Distributors,
* Identifying New Customer Opportunities; Implementation of Sales Strategies and achieve Primary and Secondary Sales Targets,
* Ensuring effective distribution by working closely with Dealers & Distributors,
* LIFO-FIFO Management, Monthly Sales Planning and Forecasting,
* Strong relations with large number of A-Class General Trade / Standalone Counters; Carrying out promotional activities, Merchandising,

**3 1Year 11Months** experience in **Calyx Flooring Solutions** As **Business Development Officer** from June,2009 to May,2011

**Responsibilities-**

* Lead generation through cold calling, networking and other sources,
* Visit potential customers for new business,
* Demonstrating/Presenting products.
* Negotiate the terms of an agreement and close sales

**2 Months** Summer Training in Business Standard LTD. as Market Developer From Lucknow.

**PROFESSIONAL QUALIFICATIONS:**

* **Master of Business Administration** from Kamla Nehru Institute of Physical & Social Sciences-Faridipur, Sultanpur in 2013, **Specialization**- Marketing & Finance

**Project Detail:**

* Company Name- Business Standard Ltd.
* Project Title- Market Positioning of Business Standard News Paper

**EDUCATIONAL QUALIFICATIONS:**

* **B.Com.** Passed from Dr. R.M.L Awadh University Faizabad in 2009.
* **Intermediate** Passed from U.P. Board Allahabad, in 2006.
* **High School** Passed from U.P. Board Allahabad, in 2004.

**COMPUTER KNOWLEDGE:**

* Diploma in Computer Application (DCA) from Soft-Tech Computer Institute and Basic Knowledge of M.S. Office.

**STRENGTHS:**

* Confident, Quick Learner
* Leadership Quality ,Never Say Die Attitude,

**EXTRA CURRICULAR ACHIEVEMENTS:**

* **Team Leader** of Management Placement Cell of K.N.G.I.
* Mr. Fresher& Mr. M.B.A. Contest Winner in **M.B.A.**
* **Organized&Participated** in various cultural&competitive Events at national level.

**PERSONAL DETAILS:**

**Name** : Ritesh Srivastava

**Date of Birth** : 7-07-1990

**Father’s Name** : Mr. Arun Kumar Srivastava

**Permanent Add.** : 63,Takkarganj,Pratpgarh(U.P.)

**Sex** : Male

**Marital Status** : Unmarried

**Nationality**  : Indian

**Language known** : English & Hindi

**Hobbies** : **Travelling**, Poem singing& Mimicry

**DECLARATION:**

I hereby declare that all the information furnished above is true to the best of my knowledge and I bear the responsibility for the correctness of the above- mentioned particulars.

Give a Chance, I assure you sincerity and dedication to learn.

Date:

Place: **Ritesh Srivastava**