Dear Sir/Madam,

I am an enthusiastic, highly aggressive and a fast learner armed with MBA degree in Marketing. I have experience in Business Development, Corporate sales, Manage Client relations, & relationship building.

I have the appetite to handle tremendous pressure and work towards the attainment of goals and objectives. I consider myself to be hard working communication and interpersonal skills are my special assets.

I’m a good leader, committed to delivering results under tight deadlines. I display a high degree of initiative and discretion in carrying out the role.

I’m currently looking for some good opportunities.

Full details of my skills & experience are contained in my profile, which I have enclosed.

Thank you for your time and consideration.

Thanks & Regards

Abhishek Srivastava

Voice: 8800981453

E-mail: a[abhisheksrivastava@yahoo.com](mailto:abhisheksrivastava@yahoo.com)

[ssrivastava.abhishek@gmail.com](mailto:ssrivastava.abhishek@gmail.com)

**Abhishek Srivastava**  
**Mobile: 8800981453;E-Mail:**ssrivastva.abhishek@gmail.com

**Business Development/ Key Account Management**

* Handling the sales operations for achieving increased growth & profitability.
* Building and maintaining healthy business relations with major clientele like: Corporates, Direct customers & Key Influencers, ensuring maximum customer satisfaction by achieving performance delivery & quality norms.

**Sales & Marketing Management**

* Building **sales & Brand focus** in conjunction with operational requirements; utilizing market feedback & personal network to develop marketing intelligence for positioning the products.
* Taking care of all **promotional & BTL activities, events**, **Preparing Corporate Presentations** for Key Accounts, corporate customers, and Government bodies etc.

**Work Experience**

1. **Innov Source Pvt. Ltd**

**Sr. Executive – Business Development- Aug 2014 - till**

**(Corporate Sales)**

**Business Development & Key Account Management:**

* Map the existing Local Market.
* Develop new methods and ways of identifying and generating new leads.
* Create Prospects for the Staffing services (HR Outsourcing Services) for new business generation.
* Ensure strong follow-ups with prospective clients.
* Preparing and delivering presentation to the clients.
* Negotiate with Clients to ensure signing of Contract.
* Responsible for revenue generation and meeting the sales target of their respective region.
* Ensure delivery of Mandates through Branch Manager.
* Utilize customer segments & profiles to target new prospects and by market analysis.
* Maintain relationship with clients to generate additional business.
* Handling client’s grievances and ensure speedy resolutions of queries and grievances to

Maximize client’s satisfaction level.

* Responsible for Invoicing & Collections.

1. **Randstad India Ltd.**

**Client Relations & Development (Asst Manager) – Aug** 13 to Aug14

**(Corporate Sales)**

* Develop new methods and ways of identifying and generating new leads.
* Create Prospects for the new business generation.
* Ensure strong follow-ups with prospective clients.
* Preparing and delivering presentation to the clients.
* Negotiate with Clients to ensure signing of Contract.
* Responsible for revenue generation and meeting the sales target of their respective region.
* Maintain relationship with clients to generate additional business.
* Maintain good client relation at each point of time to understand and address their complete recruitment needs.
* Handling client’s grievances and ensure speedy resolutions of queries and grievances to maximize clients satisfaction level.
* Managing MIS of references.
* Responsible for Invoicing & Collections.

1. **People Strong (**India), Gurgaon.

Team Leader (Business Development & Client Relations)

(Corporate Sales)

September 2011—July 2013

* **Business Development:** New client acquisition.
* **Client satisfaction:** Handling & fulfillment of all clients’ expectations. Maintain relationship with all clients. See that clients satisfy with service and quality of work.
* Interacted with clients to access their needs convince them to make the decision.
* Resolve wide range of client issues.
* **Vendor Management:** Responsible to do empanelment with vendors for Services.
* Planning the process and develop new strategies in addressing client requirements. Responsible and Accountable for the quality delivery and meeting all the requirements within the given timing.
* **Revenue no:** keep tab on the gross margin and targets. Revenue leakages and cost drives as per the targets assigned.
* **People Management:** Team handling, lead, encourage team work, motivate, inspire the subordinate and also handle conflict management.
* **Achievements:** Received Best performer award in year 2012.

I get promotion from Sr. Executive to Team Leader.

1. **Axis Bank Ltd**, Lucknow

(**Business Development Executive)** Nov 2008 to Sep 2011

* Grow retail business.
* Acquiring more customers from same household.
* Cross sell Life insurance, General insurance and Mutual fund.
* **Achievements:** Received best performer award in December 2010.

Received best performer award in February 2011.

**ACADEMIA**

* **MBA(Marketing)** UP Tech University 2008
* **B.com.** Lucknow University 2004
* **BCA** IGNOU (Part Time) 2008
* **12th** UP Board 1999
* **10th** UP Board 1997

**PERSONAL DETAILS**

Date of Birth: 05th January 1982.

Permanent Address: D-43, Sector K, Aliganj, Lucknow.

Present Address: H. no. 431, Sarasawati Vihar, Chakarpur, Near MG road, Gurgaon

Marital Status: Married

**I solemnly declare that all the information mentioned above is true and best in my knowledge**.

**Abhishek Srivastava**