

Ripu Sudan Mishra

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Assignments in Sales & Marketing/ Business Development with a high growth oriented organisation of repute.

An Overview

1. A competent candidate with **over 6 years** of qualitative experience in Marketing, Corporate Relationship Management.
2. Proficient in leading dedicated teams for running successful business operations & developing procedures and service standards for business excellence.
3. A leader with a flair for charting out sales strategies and contributing towards enhancing business volumes & growth and achieving profitability norms.
4. Strong organizer, motivator, team player and a decisive leader with successful track record in directing from original concept through implementation to handle diverse market dynamics.
5. An effective communicator with exceptional relationship management skills with the ability to relate to people at any level of business and management.

Core Competencies

Corporate Relationship Management

1. Formulating strategies & responsible for area mapping thereby reaching out to the unexplored market segments for business expansion.
2. Exploring new business opportunities in various segments along with concerned consultant.
3. Organizing promotional campaigns and ensuring accomplishment of business goals.

Professional Experience

NEW DELHI INSTITUTE OF MANAGEMENT
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(03rd AUG 2009 – 15 JUNE 2013)
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Marketing manager :-

Key Highlights:-

1. Building corporate relations
2. Lead and motivate teams to significant results
3. Responsible for handling **placement & Admission team.**
4. Regularly review the performance of channel members and impart training as required.
5. Track Competition & their activities.
6. Organize sales promotional activities along with channel members.

IDBI Bank Ltd.

(16th June '07 – 31st July 2009)

TEAM LEADER :-

- Responsible for efficient client relationship.
- Mapping the Area...
- looking the entire Big Client...
- Giving After Sales Service

Education

1. **MBA from IMT Ghaziabad**
2. Completed Graduation (**B.B.A**) from Guru Nanak Dev University in the year of 2007.
3. Diploma in marketing management from Anna Malai University.
4. Diploma in tour & traveling from Anna Malai University.

ACHIEVEMENTS

1. 800 a/c opened in one month in IDBI bank. Got medal and promotion by the bank.
2. 86 admissions from up in 2009.
3. 2 yr. volleyball champion in collage.

Computer Competency

Operating Systems	:	Windows 98 and Me.
Office Software	:	Word, Excel, and PowerPoint

Personal Details

Date of Birth	:	02 feb1985
Location Preference	:	Delhi/ NCR, Mumbai, South
References	:	To be furnished on request

Date:
Place: New Delhi

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