**Anand Shukla**

Mobile: 9451340311

E-mail: nd.anand1986@gmail.com

**CAREER OBJECTIVE**

To achieve high career growth through a continuous learning process and keep myself dynamic, visionary and competitive with the changing scenario of the world.

**PROFILE SUMMARY**

* MBA (Marketing & Sales) from AMITY University, Lucknow (U.P.).
* Understanding of exploring new markets for business growth and setting up operations.
* Over 6 years 6 months experience in Strategy Planning, Marketing & Handling the Team.
* Communicate every new product of Company to existing Clients.
* Create new Channel & Pipeline for Company Business.
* Adept Handling Day to Day Activities

**WORK EXPERIENCE**

**Organization :** LIC NOMURA MUTUAL FUND AMC LTD.

**Designation :** Relationship Manager

**Duration :** November 26, 2012 to May 1st, 2015.

**Currently Working :** IndusInd Bank

**Designation :** Relationship Manager

**Duration** **:** May 25, 2015 to till date

**Job Responsibilities :** The current job responsibilities include**:**

* Meeting with new prospective consumers to understand the visibility needs and suggesting solutions accordingly.
* Maintaining cordial relations with the existing clients in order to fetch regular business from them.
* Regularly updating the clients through phone call about already running and incorporating any suggested changes.
* Making yearly, quarterly & monthly plans for self in accordance with the organization’s plans so as to achieve the organizations targets.
* Reporting on daily, weekly & monthly basis about the business and taking corrective action accordingly to achieve organizational targets.

**EDUCATION**

* MBA (Marketing & Sales) from AMITY University, U.P. in 2013.
* BCA from Agra University, Agra in 2011.
* XII from N.I.C. Deoria Sadar U.P. Board in 2004.
* X from SVMIC, Unnao, U.P. Board in 2001.

**INTERNSHIP/ INDUSTRIAL TRAINING**

**Organisation :** Awadh Text Wood Software Private Ltd.

**Duration**  : 6 Months

**Worked On** : Industrial training forTOPSPIN is a solution for spinning mills that increases the

Efficiency of mills & Reduces human efforts.

**Organisation:** India Infoline Ltd., Lucknow

**Duration**  : 6 weeks

**SEMINARS / CONFERENCES / REWARDS**

* Performance Award given to me for my work in NFO.
* Stood Third in Inter College Group Discussions.
* Participated in college and school level debate and essay competition and received applauds
* Participate in college Sports Function Sangathan as Cultural Event Co-Ordinator.
* Participate in college annual fest Amiphoria, Organize a case study event name is

STRATIGMA, As Coordinator.

* Attend Seminar in Amity University Conducted By Airtel under Mr.Rohit Gothi C.E.O.U.P.&Uttarakhand.
* Attend Seminar in Babu Banarasi Das National Institute Of Technology & Management Conducted By HCL.

**COMPUTER SKILLS:**

* **Basic Computer Knowledge:** MS Office, MS Excel, MS PowerPoint MS Office Access
* **Operating Systems:** Windows 98, XP Professional, Windows Vista, Windows 7

**Work Experience:**

2 Years work Experience in Marketing & Sales in Pie Infocom as Business Development Executive from July 2004-July2006.

2 Years work Experience in Marketing & Sales in R InfoTech Ltd.From July 2006-July 2008.

**EXTRAMURAL ENGAGEMENTS**

* Participated in Business Turks activity & Reaching in semi-finals (A 7 day event to set up a company)
* Bagged accolades for coordinating sport in Sangathan (Annual Amity Sports Event)
* Dream Yuva Sales & Promotion Activity.

**PERSONAL DETAILS**

Date of Birth : 30th August 1988

Present Address : 87- Deo Nagar, Sec-8, Indira Nagar, Lucknow

Languages Known : Hindi & English

Location Preference : North India

**DECLARATION**

I hearby declare that all the information provided by me is true to my best of knowledge and belief.

Date: / /2015

Place: (Anand Shukla)