

NIKHIL MISHRA

Career Objective

My goal is to obtain dynamic, challenging opportunity that contributes to the outstanding success for the business, in order to utilize my marketing, and interpersonal skills with accuracy and efficiency in timeshare while maintain extensive customer loyalty.

Experience

**July 2023 -
July 2024**

Club Mahindra, Ranchi

Territory Manager

- Devise effective territory sales and marketing strategies
- Analyze data to find the most efficient sales methods
- Meet with customers to address concerns and provide solutions
- Discover sales opportunities through consumer research
- Present products and services to prospective customers
- Participate in industry or promotional events (e.g. trade shows) to cultivate customer relationships
- Conduct training in sales techniques and company product attributes
- Assess sales performance according to KPIs
- Monitor competition within assigned region
- Prepare and submit reports to the Sales Director

**June 2021 -
July 2023**

Sterling Holiday Resorts Ltd.

Unit Head, Onsite Sale Mussoorie

- Ensuring that all staff members are performing their duties effectively and efficiently
- Managing the day-to-day operations of the department or unit, including hiring and training employees and overseeing their performance
- Providing leadership and guidance to employees, including coaching them on best practices

Achievements

- ✓ Win Best Team Leader in North Zone for 4 consecutive Year 2017, 2018, 2019 & 2020
- ✓ Best Team Manager, pan India sales
- ✓ Good Knowledge of virtual sales & over achieved the target every month
- ✓ Achieved virtual sales target during Covid-19 pandemic also

Skills

Professional Skill



Tech Skill



Course

DCA from Triveni Computer Accademy in 2007

Contact

🏡 Right Bank, Tenughat, Bokaro
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**May 2020 -
June 2021**

- Toppr Technology Pvt. Ltd.**
- Team Manager
- Team handling and guiding them in achieving goal
 - Generating revenue for the company and helping team in same
 - BTL Marketing activities
 - ATL Marketing Activities
 - Develop Lead Generation campaign/Program Strategy, Objectives, goals, metrics, and define
 - Best practices, standards and processes to drive successful customer acquisition and current customer up sell opportunities.
 - Create annual and quarterly marketing plans for lead flow.
 - To Drive effective BTL marketing campaign: School Engagement, Seminar/Webinar,

**Nov 2014 -
April 2020**

- Sterling Holiday Resorts Ltd.**
- Team Manager
- Handling team members & guide them Dealing with family to inform & sell them holiday packages offers

**June 2012 -
Oct 2014**

- Jukaso Resorts Pvt. Ltd.**
- Takeover Manager
- Managing Team & Handling sales for the resort services

**April 2011 -
April 2012**

- Country Vacations**
- DCAM
- Generating sales for the company Taking care of daily operations to execute plan properly

Education

- 2010** **Graduation**
 Vinova Bhaba University , Jharkhand
- 2006** **Intermediate**
 TCT Jharkhand Bokaro
- 2004** **High School**
 RVP High School Bokaro

Declaration

I hereby, declare that all the information stated above is true to best my knowledge and faith.

Date
Place

Nikhil Mishra

Competencies

Quick decision making ability and smart working attitude

Good team player with innovative nature.

Personal information

Father's Names
Dr.Indra Deo Mishra

Birthdate
25th Feb 1990

Gender
Gender

Marital Status
Married.

Languages Known:
English & Hindi

Nationality
Indian