**Curriculum-Vitae**

**SHIVAM KUMAR RAI**

**Village – Baidadwa MOB** - **9006693100 / 9919858579**

**Post – Bhainsahi Email -** [**shivamrai2010@gmail.com**](mailto:shivamrai2010@gmail.com)

**Disst. Sant Kabir Nagar**

**Pin – 272175 U.P.**

Career Objective

|  |  |  |
| --- | --- | --- |
| Intend to build carrier with leading organization of hi tech environment With committed and dedicated people who will help me to explore myself fully and realize my potential, willing to work as a key player In changing and creative environment. To be part of a team that dynamically and innovatively works towards the growth of the organization and to develop into a successful, efficient and effective leader. | | |
| Computer Knowledge | | |
|  | | |
|  | | |
|  | | |
| Computer Typing, Software Work with Excel, Internet etc. | | |
| Computers | Online & Offline Management System | |
| Operating System | Windows-95/98/2000/2003/2007/8/10 | |

Work Experience

* **Organization** = **Mahindra And Mahindra LTD.**

**Designation =**  Sales Promotion Executive

**Business Division =**  Sales & Marketing

**Business Unit =** Small Tractor Industry

**Location** = Patna - Bihar

**Experience**  = Year joining May 2013 to Jan 2014

* **Organization** = **International Tractors LTD.**

**Designation =**  Field Officer

**Business Division =**  Sales & Marketing

**Business Unit =** Tractor Industry

**Location** = Patna - Bihar

**Experience**  = Year joining Jan 2014 to Nov 2014

* **Organization** = **Mahindra And Mahindra LTD.**

**Designation =**  Sr. Executive

**Business Division =**  Marketing & Channel Development

**Business Unit =** Tractor Industry

**Location** = Patna - Bihar

**Experience**  = Year joining Nov 2014 to Jan 2017

* **Organization** = **Action Construction Equipment LTD.**

**Designation =**  Sr. Executive

**Business Division =**  Sales & Marketing

**Business Unit =** Tractor Industry

**Location** = Gorakhpur – Uttar Pradesh

**Experience**  = Year joining Jan 2017 to Sep 2017

Personal Profile

**Name : Shivam Kumar Rai**

**Father’s Name : Shambhu Nath Rai**

**Date of Birth : 15 March 1989**

**Gender : Male**

**Marital Status : Married**

**Nationality : Indian**

**Religion : Hindu**

**Language Known : Hindi, English.**

**Hobbies : Reading and Riding**

Educational & Professional Development

**Master Of Business Administrative (MBA) (2013)**

* **Specialization Marketing & Management**
* **Punjab Technical University**

**Bachelor Of Commerce (B.Com) (2011)**

**Specialization Accounting & Management**

* **Second Class**
* **Academic Credentials 48 %**
* **Din Dyal Upadhayay University Gorakhpur**

**Intermediate in Science (2008)**

**Specialization Science**

**First Class**

**Academic Credentials 68%**

**U.P. Board**

**Matriculation (2006)**

**Second Class**

**U.P. Board**

**Academic Credentials 48 %**

* **15 Days Training Central Farming Machinery Testing & Training Institute .Tractor Nagar Budani Madhya Pradesh.**

ACHIEVMENTS

* **100 % Achievement In Tractors Sale In South Bihar.**
* **Awarded Best Executive tractors sales in 2014-15.**
* **Good Performer Sales & Customer Care in tractors sales 2015-16 Awarded By DGM**
* **Appoint new dealer in CHAPRA,MOTIAHRI,DARBHANGA,SAHARSA,BHAGALPUR,LAKHISARAI**

**Declaration:**

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

**Place : Signature**

**Date :**  **(SHIVAM KUMAR RAI)**