## ASHISH MISHRA

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**CAREER OBJECTIVE**

Obtain a challenging leadership position applying creative problem solving and lean management skills with a growing organization to achieve optimum utilization of its resources and maximum profits.

**Target Industry:**Automobile Sales, Agriculture equipment (sales), Rural and Urban Development (Programming and Promotions) and Outsourcing Industry.

**Location Preference:**Open to any Location.

**LANGUAGE PROFICIENCY**

English, Hindi and Punjabi ( Written and spoken). Partially Gujarati. Dialect – Awadhi,

**PROFESSIONAL SUMMARY**

Result oriented and creative professional skills with a successful track record of around **10 years** in the **sector of Automobile and agricultural equipment sales and Outsourcing Industry**. With core competencies which include:

* Sales and Promotions.
* New Business Development.
* Training and development.
* Leading the campaigns & Execution.
* Team lead and sales support.
* Marketing Promotions& Customer Relationship Management.
* Market Intelligence and MIS report.
* Maintaining market results for the Client.

**Work Exposure (around 10 years)**

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| **Organization** | **Sutherland Global Services India Pvt. Limited (November’2015 – October'2017)** |
| **Designation** | Senior Consultant |
| **Location** | Cochin |
| **Job Profile** | * To ensure that the customer’s issues should be resolved within the support boundaries. * To meet SLA (Service Level Agreement) assigned by the organisation. * To ensure that all assigned KRAs must be catered properly, as per business requisitions * To make sure that all the parameters required, are met. |

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| **Organization** | **MARINE SALES (TRACTOR’S DIVISON)(June’2008 – November’2015)** |
| **Designation** | Team Leader (Sales-Operations) |
| **Location** | East U.P. |
| **Job Profile** | * To generate leads and turn into sales by proper follow up. * To lead the team provided and follow up the warm leads for sales * To provide training and to develop the skills of the team for sales enhancement. * To provide the sales support to the team. * To work closely with the client, customers and banks for execution of sales as per the requisitions. * To procure corporate sales and maintain the business to business relationships. * To strategies the campaign and to give the presentation to new markets by executing the campaign by the marketing tools like TTL and BTL activations. * Monitoring market intelligence & MIS reports. |

**ACADEMICS & SILENT ACHIEVEMENTS**

* Passed **High School (10th)** from C.B.S.E.
* Completed **Intermediate (10+2**) from N.O.I.S.

* Completed**Bachelor of Arts** from Indira Gandhi National Open University (IGNOU**).**

**MBA** in marketing from **Bharathiar University**. (Result awaited)

**COMPUTER AWARENESS**

* Microsoft Office and ERP as per the requirement and training.

**PERSONAL INFORMATION**

* **Father’s Name:**Late R.S. Mishra
* **Date of Birth:**January 30, 1981
* **Marital Status:**Married.
* **Nationality:**Indian.
* **Permanent Address :**538KA / 1644, Shivlok Colony, Triveni Nagar – III, Lucknow– 226020, U.P. India

**Ashish Mishra**