 S.SHASHANK

**Mobile: 8010691839**

**E-Mail:** [**s.shashank04@gmail.com**](mailto:s.shashank04@gmail.com)

**Present Address**: 3791/1 UGF 001 Shree Ram Apartment Tower 4 Laxman Vihar Phase 2 Gurgaon

**Job Objective** My Focused Mindset And Hard Working Ethics Drive Me To Achieve Growth And Prosperity Both For The Organization And Myself. I am Proactive And A Good Team Worker And Seek To Create Value For The Business While Further Enhancing My Skills.

**Education:**

|  |  |
| --- | --- |
| 2012 | PGDM (Sales & Marketing and Toursim) from I.M.S., Ghaziabad with 6.81 CGPA |
| 2010 | B.Com. From Lala Pursotam Das Omar Vaishya College, Shyam Nagar |
| 2005 | 12th from Haldhar Inter College, Kanpur U.P. Board |
| 2001 | 10th from H.A.L. Vidyalaya, Kanpur CBSE Board |

**INTERNSHIP DETAILS**

Organization: Starwood Property (Aloft Hotel, Chennai)

Project Title: Comparison Between the Aloft and Lemon Tree

Duration: 2 Months

**Profile Summary:**

* + - Currently Working with Travel and Destinations as a Sales Manager from September 2014 to till now
* Previously associated with Travel I Holidays as a Corporate Sales Executive from Jan 2013 to Sep

2014

* Previously associated with Pride Group of Hotel, Delhi as a Management Trainee from Jan 2012 to Jan 2013
* Worked with Vodafone as Customer Care Executive from Nov 07 to Sep 08.

**Present Job Profile:**

* + Maintaining and developing relationships with existing customers via Meetings, Telephone Calls and Emails.
  + Visiting potential customers for new business.
  + Negotiating the terms Of an agreement and closing sales.
  + Negotiating variations in Price, Delivery and Specifications with Company's Managers.

**Managerial Achievement:**

* + - Proven ability to effectively handle multi tasking levels of responsibility from superiors while supervising personnel, providing team leadership, motivation and development
    - Contacts to Corporate Clientele.
    - Excellent decision making skills with a positive approach
    - Recording and maintaining clientele database
    - Development of sales plan.

**Interest:**

* Interacting With People Of All Age Groups.
* Surfing To Net.
* Fast Riding

**Curricular Activities:**

* + Worked As A House Captain In School

**Strengths:**

* + Leadership, Good Listening Ability, Convincing power, Hard working , Dedicated & Focus on the job.

**Personal Strength:**

* + Extremely Understanding, Patient, Hardworking
  + Have the ability to adapt in any type of working environment

**Personal Profile:**

Name : S. Shashank

Father’s Name : Mr. S. K. Pal

Date of Birth : 4th March, 1986

Marital Status : Married

Permanent Address : 292-E, G.T. Road, Shivkatra, Kanpur – 208007 UP

Language Known : English & Hindi

Date:

Place: Gurgaon S.SHASHANK