

# RAJKUMAR SHUKLA

## About Me

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 10 Years experience

 August 26, 1994

 Bhopal, Madhya pradesh

**Mob. 90398 33708**

**Email-**  
**Shuklaraj233@gmail.com**

Career objective: - To establish me in the organization as an asset of it .At the same time try to be the best performer of the work assigned to me so that it can help the organization to achieve its desired goal.

## Education

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**Masters, Business Administration**  
Rajeev Gandhi Management Institute  
Barkatullah University  
Bhopal, Madhya Pradesh

May 2017  
Marks 58%  
Division 2

**Bachelor, Commerce**  
Rajeev Gandhi College  
Barkatullah University  
Bhopal, Madhya Pradesh

April 2015  
Marks 60%  
Division 1

**12<sup>th</sup>**  
MP Board  
Bhopal, Madhya Pradesh

March 2012  
Marks 63%  
Division 1

**10<sup>th</sup>**  
MP Board  
Bhopal, Madhya Pradesh

March 2010  
Marks 54%  
Division 2

## Skills

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- Ability to build and maintain business relationships with clients.
- Management and leadership skills.
- Time management skills.
- Ability to multitask and complete work while traveling.
- Thorough knowledge of territory, market, and clients.



## Work Experience

December 2019 – Current

### **District Sales Manager**

**Pernod Ricard India Pvt Ltd (Randstand)**

**Bhopal & Raipur Madhya Pradesh**

### **About Company**

Pernod Ricard is a convivial, responsible and successful global wine and spirits group. Number 2 worldwide with a clear ambition to become the leader of our sector, we have one of the most comprehensive portfolios of the industry with 240 premium brands available in over 160 countries. (Brands- 100 PIPERS, ROYAL STAG, BLENDERS PRIDE, IMPERIAL BLUE & BIO)

- Develop and implement strategic plans with key customers
- Negotiate contracts and agreements.
- Implement sales strategies and formulate business plan for all customers
- Sales planning and forecasting,
- Planning and organizing sales promotion activities with customers
- Prepare Marketing/Promotion Calendar, New product launch, In-store brand visibility Perform market and competitor data analysis and timely action against competitor activities
- Establishing strong PR with operator senior Management, Shop Floor Management, Sales Staff and Logistical Staff to ensure optimum positioning and sales of our brands
- Meeting Shipment, depletion and Market Share objectives
- Primary sales

July 2013 – November 2019

### **Team Leader**

**World Small Diamond Manufacturing Pvt. Ltd**

**Bhopal, Madhya Pradesh**

### **About Company**

Worldwide Small Diamonds Manufacturing Pvt. Ltd (WSDM) was established in 2012 in Bhopal, India. We help organizations maximize the effectiveness of their rough parcels of diamonds in small sizes, using techniques that we have refined over the past 15 years within our group.

- Team Handling 20+ Members
- Responsible for Targets
- Quality assurance of goods
- Polishing & Sorting



## Computer Proficiency

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- Word
- Excel
- Power Point



## Languages

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- Hindi & English



## Personal Details

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Father's Name: Mr. Ramashankar Shukla  
DOB: August 26, 1994  
Gender: Male

Marital Status: Married  
Nationality: Indian

### Declaration

I, RajKumar, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

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**RajKumar Shukla**

Bhopal, Madhya Pradesh