

Abhishek Shukla

Work Experience <7+year>

DOB: 10/04/1997

Email Id: abhi.future19@gmail.com

LinkedIn id: [linkedin.com/in/abhishek-shukla-0b55a5136](https://www.linkedin.com/in/abhishek-shukla-0b55a5136) Mobile No: +917977147775, +918828141415

Address: Room no. 405, 4th Flor Jai Ambey Niwash, Ambawadi, behind Divine

- School, Tulinj road Nallasopara east Palghar M.H. 401209

Career Objective

To seek responsibility and to learn new things in a growing organization.

To secure an entry-level position in a progressive organization that provides ample opportunities to develop and use my skills for growth in the marketing vertical.

Education				
Course	Institute Name	Board/University	Year of Passing	Percentage / CGPA
BSC IT	MUMBAI UNIVERSITY	UNIVERSITY OF MUMBAI	2023	PURSUING
HSC (SCIENCE)	ANUDATT JR COLLEGE KANDIVALI EAST MUMBAI	MAHARASHTRA STATE BOARD	2014	60.92%
SSC (SCIENCE)	RAGHUVeer SCHOOL KANDIVALI EAST MUMBAI	MAHARASHTRA STATE BOARD	2012	80.91%

Work Experience

○ JANA SMSLL FINANCE BANK LTD.

- **Profile:** Relationship Manager
- **Location:** Mumbai
- **Duration:** April 2022 to till date
- **Key Responsibilities:**
 - Develop and maintain builder and channel relationships, expand distribution, search for new markets.
 - Recruitment and on-boarding of outsourced referral agents.
 - Develop and maintain builder and channel relationships, expand distribution, search for new markets
 - Recruitment and on-boarding of outsourced referral agents
 - Achieve assigned target of team month on month.
 - Conduct customer background verification.

○ SHUBHAM HOUSING DEVELOPMENT FINANCE COMPANY LTD.

- **Profile:** Relationship Officer
- **Location:** Mumbai
- **Duration:** March 2021 to April 2022
- **Key Responsibilities:**
 - Responsible for lead generation in the catchment area's through executing branding/ marketing activities
 - Meeting with clients advising and showcasing Shubham products and benefits to the customers thereof
 - Responsible for sales fulfillment, pre/post-sanction, and sales activities
 - Update and upkeep marketing and sales collaterals

- Responsible for promotional activities including group meetings, presentations as well as developer site promotion
- Responsible for front-end interaction, field travel, and customer interface
- Regular interaction with the customer through group meeting site promotion, in-office meetings, and presentation
- Attending to walk-ins into branches and visiting clients at their place
- Spearheading documentation insure the fresh bounce collections

○ **QUESS CORP LTD. (SBI CARD REPRESENTATIVE)**

➤ **Profile:** Relationship Executive

➤ **Location:** Mumbai

➤ **Duration:** June 2018 to March 2021

➤ **Key Responsibilities:**

- Handling voice discussions
- Working on database
- Coordinating with clients
- Retail sales in trend hypermarket (SBI Credit card)
- Interact to clients directly
- Solve queries of the customer
- Sell via cold calling

○ **GUNINA MARKETING&PERMOTIONS (VODAFONE TELECOM)**

➤ **Profile:** Sales Executive

➤ **Location:** Mumbai

➤ **Duration:** July 2016 to May 2018

➤ **Key Responsibilities:**

- Working on database
- Coordinating with clients
- Handling voice discussions
- Retail sales in Oberoi Mall Croma
- Sell via cold calling
- Solve queries of the customer
- Interact with clients directly

○ **AIR VOICE**

➤ **Profile:** Tele caller

➤ **Location:** Mumbai

➤ **Duration:** Dec. 2015 to June 2016

➤ **Key Responsibilities:**

- Working on database
- Coordinating with clients
- Handling voice discussions
- Sell in call center office
- Sell via cold calling
- Direct calling
- Giving information about the plan

Competencies & Certificates

- Certificate by Vodafone telecom
- Awarded Trophy by Airtel telecom
- MS – office certificate by Thakur college Kandivali east Mumbai
- Certificate of Drama

Skills

- Direct selling
- Counter sales
- Call center sales
- Via cold calling sales
- Handling clients queries
- Retail sales
- Croma sales
- Store sales
- Leadership
- MS - Office
- Trainer

Interest & Hobbies

- Trying to get to know new people
- Traveling
- Hearing song
- Cricket

Languages Known

- Read: English (Advance), Hindi (Advance), Bhojpuri (Advance)
- Speak: English (Intermediate), Hindi (Advance), Bhojpuri (Advance)
- Write: English (Advance), Hindi (Advance), Bhojpuri (Advance)