



# SHIVENDRA MISHRA

## EXPERIENCE

### October 2021 - Current

**Territory Sales Manager 1K KIRANA BAZAR | GHAZIABAD, INDIA**

- Handling 40-50 Retail outlets and On-trade sections for the company in Ghaziabad.
- Onboard new retail outlet and expanding the territory.
- Sales executives and BTLs team handling.
- Management of inventories and stock of all retail outlets including keeping detailed records of inventory usage and sales.
- Advising management on Responsible for delivery of a monthly sale revenue targets of assign stores in the territory.
- Ensure payment collection from every store on timely.
- Handling wholesale and institutional sale.
- Planning of promotional events for retail outlet in the form of lucky draw, drawing competition, play and win competition etc to increase The sales of stores.
- Providing encouragement to team members, including communicating team goals and identifying.
- Conducts team meetings to update members on best practices and continuing expectations.
- Generating and shares comprehensive and detailed reports about team performance, mission related objectives and deadlines.
- Ensure company brand materials and physical working stock ordering necessary for all retail outlets. space meet and exceed company presentation standards.
- Providing quality customer service, including interacting with customers, answering customer enquiries & effectively handling customer complaints.
- Supporting Retailer to performs management's duties and work on key points of retail.

### February 2021 - September 2021

**SR.SALES EXECUTIVE KULDEEP OSWAL HOSIERY MILLS PVT LTD | LUCKNOW, INDIA**

- Bring new channel partners on board and maintain relationships with Existing channel partners.
- Understand customer and business needs to cross-sell and up-sell the company's products.
- Coordinate with other company personnel such as the support team and management team to deliver and meet customer/ partner expectations.
- Act as a bridge for communication between the customers/partners and the team.
- Access, clarify and validate partner needs and performances at regular intervals and maintain a high partner satisfaction rate with the company.
- Coordinate with other sales channels to avoid any potential conflicts.

📍 GHAZIABAD,INDIA,201003

📞 8707071151

✉ SHIVENDRAMISHRA281292@GMAIL.COM

## SUMMARY

Sales professional with 9+ year experience in lead generation and Channel sales, FMCG, B2B And B2C sales. Seeking a good work perspective in a company which offers a congenial, invigorating & challenging work atmosphere with long carrier growth prospects. To be build up a bright future and a challenging and growth oriented position in a progressive company, where I contribute to the organization's success with my sales expertise & through my innovative ideas and desire to achieve excellence.

## SKILLS

- Market surveys and research
- Sales strategies
- Market data analysis
- Sales pitches
- Ability to work under pressure
- Microsoft Excel
- Google sheet

## ADDITIONAL INFORMATION

- Father Name-Dr Dinesh Mishra
- Gender-Male
- DOB-28<sup>th</sup> Dec 1992
- Nationality-Indian
- Marital Status-Married

**April 2019 - February 2021**

**SR STORE EXECUTIVE DEE VEE ASSOCIATES - FRENCHISEE OF  
GODREJ INTERIO | LUCKNOW, INDIA**

**October 2016 - March 2019**

**Sales Executive AKRITI CREATION-DEALER OF GODREJ INTERIO  
| LUCKNOW, INDIA**

**April 2014 - October 2016**

**Customer Relationship Executive RKBK LTD | LUCKNOW, INDIA**

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## EDUCATION

2014

**Master of Business Administration (MBA) | MARKETING AND FINANCE**  
AKS MANAGMENT COLLAGE,LUCKNOW, Lucknow, UP

2012

**BECHLOR OF ART | HISTORY**  
RML AWADH UNIVERSITY,Faizabad, UP

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## LANGUAGES

**Hindi:** First Language



**English:**

