

SHIVAM SHUKLA

MOBILE NO.:- +919151344635

EMAIL:- shivamshukla226012@gmail.com

ADDRESS:- 13A, SHAURYA VIHAR COLONY, JANKIPURAM EXTENSION, LUCKNOW, U.P- 226021

JOB OBJECTIVE:

To be in the managerial cadre of a reputed company, and to share something in building of my country in any mean, so as to give my best to the company I am working for.

Work Experience:

- Worked with **KurlOn Enterprise Limited** as “**Territory Development Officer**” in Lucknow from January 2016 to November 2021.
- Worked with **Night Crafter Enterprise** as “**Area Sales Manager**” in Lucknow from November 2021 to July 2022.
- Working with **King Koil Mattress** as “**Area Sales Manager**” in Lucknow from July 2022 to till date

Key Responsibilities:

- *Responsibly handling all sales partners in East & West UP, Haldwani, Rudrapur & Gwalior.*
- *Acquiring new sales partners in assigned territory.*
- *As Business officer achieved all given targets of Sales & Branding*
- *Promotional Branding with due consideration of three dimensional satisfaction of End Customer, Vendors & Affiliates.*
- *Taking feedback from HNI Clients, Vendors & Affiliates to ensure their Satisfaction with the Service provided to them, along with solving their queries and concerns.*
- *Making Business Development plans for Selling and generating revenue with being concerned with the Channel partners.*
- *Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.*
- *Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.*
- *Provides historical records by maintaining records on area and customer sales.*

Educational Qualifications:

- MBA from Swami Vivekanand Subharti University in 2020
- B.Com. from **University of Lucknow** in **2014**.
- Passed Class **XIIth** from Board of Education Uttar Pradesh in year **2011**
- Passed Class **Xth** from Board of Education Uttar Pradesh in year **2009**.

Hobbies:

- Traveling & Cooking

Personal Information:

- Father's Name: Late Mr. Sarvesh Kumar Shukla
- Mother's Name: Mrs. Deepti Shukla
- Date of Birth: January 20,1995
- Marital Status: Single
- Residential Address: 13A- Shaurya vihar colony, Jankipuram Extension
Lucknow, U.P.-226021

I hereby declare that all the information made above are true, complete & correct to the best of my knowledge and belief.

Date:

Place:

(Shivam Shukla)