



SHUBHAM SRIVASTAVA

Business Development Manager

To join a company that offers me a stable and positive atmosphere and inspires me to enhance and therefore to innovate the work culture for the betterment of all parties concerned.

Contact

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Address:
Lucknow, Uttar Pradesh
226021

D.O.B 09 Aug 1996

Education

Sept 12- Nov 15

BSC
Awadh University, Ayodhya

March 11 - March 12

Intermediate
UP Board

Language

Hindi
English

Experience

APR 20 - Till Now

**Rudraksha
Ceramics**

Project Sales Manager (Lucknow Region)

- Sharing daily sale reports with my Senior with proper explanation about sales & collections, Regulating customers visits and onboarding new customers.
- Always appreciated by my all Mentors & distributors due to my commitment towards customer support.
- Handling more than 25+ shopkeepers and fulfilling the requirements of the same which is CP and sanitaryware.
- I elaborate customers about the products & lead them to buy right product.
- I match the billings against card payments & cash payments, also match the billings for the third party leads.
- Meet existing customers to understand their requirements & supply them products as per their need.

NOV 18 - APR 20

**Rudraksha
Ceramics**

Team Leader (TL)

- Team Management.
- Achieve Sales and Reporting.

NOV 16 - NOV 18

**Tiles & Sanitaryware
Industry**

**SALES PLANNING & MARKETING PROFESSIONAL BUSINESS
DEVELOPMENT / SALES MANAGEMENT**

- 5 Years of experience with well-honed expertise in Sales & Marketing related functions, client retention with organizations.
- Highly motivated, positive and goal oriented, with demonstrated professionalism, attention to detail as well as the ability to build and lead effective teams.

NOV 15 - NOV 16

Creative Frame

Computer Operator

Skills

Sales



Marketing

