

**VIVEK MOHAN MISHRA**

197/2 Preeti Nagar, lucknow

Contact @ 9198726970

E-mail: vivek8612@yahoo.com.

**Objectives:**

*To perform any task with full concentration & dedication in order to succeed in life.*

**PRESENT WORK EXPERIENCE**

**DURATION : JULY 2010 TO PRESENT**

**COMPANY : SURYA CERAMICS**

**POSITION : REGIONAL MANAGER**

**JOB PROFILE :**

- *Dealing with dealers, architects, contractors and builders.*
- *Overseeing the sales & marketing needs / operations, thereby achieving increased sales growth.*
- *Developing relationships with key decision-makers in target organizations for business development.*
- *Interfacing with the clients for suggesting the most viable services & product range and cultivating relations with them for securing repeat business.*
- *Managing activities pertaining to finalization of deals for smooth execution of sales & order processing and after sales technical support and services to clients*
- *Identifying and networking with financially strong and reliable dealers/ distributors resulting in deeper market penetration and improved market share.*
- *Tracking inventory/ order processing for orders.*

**Esteemed Project & Client:**

- **UPRNN, C&DS, AWAS VIKAS PARISHAD, PWD & CPWD.**
- **SHALIMAR CORP PVT LTD**
- **SAS HOTELS & PROPERTIES PVT. LTD.**
- **FORTUNA FOUNDATION LUCKNOW.**
- **ELDECO**
- **SAHARA**
- **INDU CONSTRUCTIONS**
- **MAURYA DEVELOPER**
- **AHLUWALIA CONSTRUCTIONS PVT LTD LUCKNOW**
- **JUGAL KISHOR BUILDER**
- **METRO CITY**
- **INDU PROJECTS- KASHIRAM PARAMEDICAL COLLEGE CONSTRUCTION IN JHASI,**
- **JAIN INFRA-PGI CONSTRUCTION IN AMBEDKER NAGAR.**
- **OTHER RESPECTIVE PRIVATE BUILDERS AND ARCHITECTS OF THE TOWN**

## **PAST WORK EXPERIENCE**

**Duration :** April 2008 – July 2010

**Company:** Reciprocal Impex Private Limited, Gomti Nagar. (luck now)

**Position :** Sales & Marketing Executive

**Job profile:**

- To approach product details and communicate product information to prospective customers.
- Managing ARCHITECTS, BUILDERS & SUB DEALERS of our region.
- To develop the sales strategy in terms of profit/revenue.
- To focus planning about target customer about product detailing product information product demonstration and sale closed.
- To develop the brand in the field of constructions.

**Duration :** July2005-April2008

**Company :** Anand Motors Pvt Ltd. (lucknow)

**Position :** Sales & Insurance Executive

**Job profile:**

- To analyze and sort out data provided by to company.
- To follow up customers and provide services of Insurance.
- Implemented effective field investigation process for better sales Support.
- To provide all financial and insurance related facilities.

**Duration :** October2003-January2004

**Company :** Icici Bank Ltd.

**Position :** Collection Executive

**Job profile:**

- Controlling and managing company operation.
- Leading the Collection Officers Team of eight personnel.
- Feed back to company about latest status.

**Education qualification:**

- M.A. (AIH) from Kanpur University.
- B.A. (Sociology, AIH) from Kanpur University
- Intermediate (Bio Stream) from U.P. Board
- High School (Science Stream) from U.P. Board.

**Technical qualification:**

MS DOS, Windows-98, XP, MS Office-2000 and Internet

**Personal profile:**

Date of birth	:	6th Oct 1979.
Gender	:	Male.
Marital status	:	Married.
Religion	:	Hinduism.
Hobbies	:	Reading, writing, playing.
Interest	:	listening music, Traveling.
Languages	:	Hindi & English.

***Declaration:***

*It is here by declare that all the statement mentioned here is true to the best of my knowledge.*

***REFERENCES:***

1. *MR.KAPIL SHANKAR TIWARI  
LECTURER  
AMITY UNIVERSITY LUCKNOW  
MOBILE NO -9236909051*
2. *MR. ANIL MISHRA  
SR. ZONAL MANAGER  
SOMANY  
MOBILE NO.- 9354883554*

***VIVEK MOHAN MISHRA***