CURRICULUM VITAE

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### S. L. maurya

*545 /Ka /Rn-18, New para colony*

*Razanagar, Rajajipuram - Luck now -226017(U.P.)*

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Personal Profile:

* **Name :** SHOBH LAL MAURYA
* **Father's Name :** Late Shree M.B. MAURYA
* **Date of Birth :** 13 JULY 1976
* **Nationality :** Indian
* **Religion :** Hindu
* **Language known :** English & Hindi
* **Place:** **:**  LUCKNOW

Academic Profile:

**Name of the Course Name of the University/Board**

|  |  |
| --- | --- |
| E MBA | Delhi Institute of Management Study (2007) |
| GRADUATE ( B.A ) | Kanpur University (2004) |
| INTERMEDIATE | U.P. Board- Allahabad (1994) |
| HIGH SCHOOL | U.P. Board –Allahabad (1992) |
| Diploma (electrical eng.) | I.E.R.T Allahabad (1997) |

***Managerial level assignment for challenging positions in operation/administration operation/administration /complains/corporate sales with a growth oriented organization***.

SKILLS & EXPERTISE: **--------------------------------------------------------------------------------------------------------**

* DEALER & DISTRIBUTOR: Making dealer & distributor according to his investments, his knowledge of dealing products and customers of his area.
* Institutional sale & centre management: Find out government/semi government/private ltd. Organization According to products. Setting up and heading complete marketing operation with key focus on top to bottom line
* Business developments: analysing business potential, executing strategies to drive sale, turnover and achieving desired targets.. Identifying and pursuing business opportunities through market survey and mapping as per targeted plans as well as through lead generation.

AERIAL PERPECTIVE: -------------------------------------------------------------------------------------------------------

Highly focused Industries, constructions projects and institutional organizations over 22 years of experience in the area of :- Dealer & distributors developments, corporate & individuals sales. Customer relationship, business developments products demonstrations, promotional activities, business expansion, team managements etc.

PRODUCTS SKILLS: ---

* . Arc welding electrodes, Arc welding machine , mig / mag welding machine & consumables products .
* Electric power tools (drill, hammer drill, cutting m/c, grinders, buffing, and concrete breakers complete knowledge of sales & service) . hand tools products , all etc Accessories .

**AREA WORKED- U.P. ( EAST & WEST)**

**EMPLOYMENTS DETAILS:-**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| ORGANISATION M/S | DESIGNATION | DURATION FROM | DURATION TO | LOCATION | REPORTING TO |
| Dwekam Electrodes LTD | SALES OFFICER | 1998 | 2001 | Kanpur (U.P.) | Area Manager |
| MICO BOSCH(POWER TOOLS DIVISION) | SERVICE EXECUTIVE | 2001 | 2006 | Lucknow(U.P.) | Branch Manager |
| Hitachi Koki India ltd | Sr.Sales &service Executive | 2006 | 2010 | U.P east  Lucknow | Regional Manager |
| Morgardshammar India ltd.(U.K. Modi group) | Area manager | 2010 | 2012 | U.P. -Lucknow | General Manager |
| EASTMAN CAST &FORGE LTD | Sr.SALES MANAGER | JUNE2012 | 2019 | U.P.+M. P LUCKNOW | C.E.O/GM |
| EASTMAN CAST &FORGE LTD | Commission agent of Eastman products | April2019 | JULY 2020 | U.P +M. P  (Lucknow) | C.E.O/H.O.D |

Achievements and training

* Always increased sale growth , increase key customers, channel partners.
* Attending various seminars, customer development events, products awareness programs, training program for customer.
* Undergone is large number of training related to conventional. The training programs were aimed supervisory skilled developments computer and technical skills, managerial and leadership training.

**Date: 10-07-22 (S.L.MAURYA)**