

CURRICULUM VITAE

SUJIT SHUKLA

SF-930, Sector-23,
Sanjay Colony, Faridabad
Haryana-121005.
Mobile No. - 9899282447
Email: sujitk136@gmail.com

CAREER OBJECTIVE: -

- To maintain a position in a professionally managed organization & contribute towards the goal of the organization.

EDUCATIONAL QUALIFICATION: -

B. Com (dropout) from Delhi University.

Passed 10+2 from Haryana board (HBSE) (2008).

Passed High School from Haryana board (HBSE) (2006).

EXPERIENCE:-

- Worked with BAJAJ CAPITAL INSURANCE BROKING LTD. from Aug 2010 - May 2014.
(Joined as a Telesales Executive),(Last Designation- Assistant Team Leader), (Product-Life Insurance).
- Worked with **HEALTHCARE AT HOME INDIA PVT. LTD.** from June 2014 – Oct 2016.
(Joined as an Executive- Customer Services) (Last Designation- Sr. Executive -Customer Services).
- Worked with **GCS Recruitment Solutions** as a **Business Development Manager** from Jan 2017 - Aug 2019.
- Working with **Dolphin Group** as a **Deputy Manager** - Sales from Sep 2019- till date.

KEY SKILLS: -

- Client Acquisition
- Vendor Management
- Business Development

-Recruitment

-Franchise Development

-Revenue generation

-Client Relationship Management

-Key Accounts Manager

-Team Management

-Showroom Management

-Herbal Extracts Sales

-Export Leads Generation

JOB RESPONSIBILITIES: -

- ❖ Giving presentations to individual customers,dealers & corporates for generating prospects for different products i.e.- idols,furniture,home decor,interior or project.
- ❖ Identifying new sales leads through different channels like social media, networking, direct visit & various promotional activities..
- ❖ Renew the old clients & work on the customer satisfaction level & repeat buying objective.
- ❖ Research and build relationships with new as well as existing clients.
- ❖ Maintain interaction at regular intervals with decision makers at different levels.
- ❖ Coordinating with internal team for the delivery on the acquired accounts.
- ❖ Handling team to generate business & achieve the given target.
- ❖ Generating clients for the herbal extracts exports division.
- ❖ Lead generation for domestic & international sales of herbal extracts/products.
- ❖ Managing the vendors.
- ❖ Payment collections & coordination.
- ❖ Coordinating for the tests & results for samples & final products.
- ❖ Expanding franchise/dealer network alongside working on acquisition of B2C & B2B accounts.

ACHIEVEMENTS AT WORK: -

- Over achieved the given monthly target with an achievement of more than 150% of given target for more than 10 times during my tenure at Bajaj Capital Ins. Broking Ltd.
- Won Mobile phones twice at Bajaj Capital Ins. Broking Ltd for excellent performance.
- Promoted as an Assistant Team Leader at Bajaj Capital Ins. Broking Ltd.
- Appraised twice for performing well at Bajaj Capital Ins. Broking Ltd.
- Won weekly cash rewards and bonus rewards for achieving the weekly and monthly targets.
- One of the best performer in terms of Quality Parameters at HealthCare At Home India.

- Got AAA ratings from other staff at the time of increment.
- Open to work under pressure & always ready to take new assignments.
- Won Best performer awards at GCS Recruitment Solutions.

PERSONAL INFORMATION: -

- Father's Name Mr. Yogendra Shukla
- Mother's Name Mrs. Sheela Devi
- Date of Birth 07-10-1988
- Language known Hindi, English
- Marital Status Married

MY STRENGTHS: -

- I possess an extremely analytical and sharp mind that lands towards the creative side. I am extremely hardworking and committed to my job. I am a very quick learner about new things.

DECLARATION: -

- I hereby declare that all the statements are true to the best of my knowledge and belief.

Date:

Place:

(SUJIT SHUKLA)