

Shivam Yadav

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CAREER OBJECTIVE:

To effectively peruse my efficient marketing skills towards the furthering of my career and actively seek new opportunities to expand my horizons in other domains/specialties.

ACADEMIC AND TECHNICAL QUALIFICATION:

Qualifications	School/College	University / Board	Passing Year	% Age
Matriculation	St.XAVIER'S SCHOOL ,BEHROR	CBSE	Mar , 2009	64%
10+2	COLONEL SCHOOL, GURGAON	CBSE	Mar, 2012	63%
B.com(H) in ABST	St.WILFRED COLLEGE, JAIPUR	RAJ.UNI.	April,2015	60%

INTERNSHIP

Admire Technology,Mahesh Nagar Jaipur 6 months .

Role:- Marketing executive

Responsibility:-

- Creation of leads.
- Meet up with the client.
- Meet the sales target.
- Maintain relationship with the client, provide them after sales support.
- Raise invoice.

WORKING EXPERIENCE:

LOGISTICMART (FROM MARCH 2018)

ROLE:- Sales & Operation Manager

RESPONSIBILITY:-

- Vendor management and looking for operation
- Team handling and responsible for there targets
- Responsible for corporate sales of company
- Generating invoices and follow up
- Maintain and develop good relationship with customers through personal contact or meetings or via telephone etc.
- Must act as a bridge between the company and its current market and future markets.
- Display efficiency in gathering market and customer info to enable negotiations regarding variations in prices, delivery and customer specifications to their managers.

WEDO SHOES,NOIDA(FROM FEBURARY 2016 TO FEBURARY 2018)

ROLE:-Corporate Sales Manager

RESPONSIBILITY:-

- Responsible for B2B sales and corporate sales for the company.
- Maintain and develop good relationship with customers through personal contact or meetings or via telephone etc.
- Must act as a bridge between the company and its current market and future markets.
- Display efficiency in gathering market and customer info to enable negotiations regarding variations in prices, delivery and customer specifications to their managers.
- Help management in forthcoming products and discuss on special promotions.
- Review their own performance and aim at exceeding their targets.
- Record sales and order informationand report the same to the sales department.
- Provide accurate feedback on future buying trends to their respective employers.

Oxfam India, Jaipur (June 2015-January2016)

Role:- Resource Development Executive

Responsibility:-

- To generate funds through fundraising technique using the prescribed products by the organization
- To communicate effectively to donors on the activities of the organization as trained by the induction process
- To participate in all the campaigns, fundraising, public engagement and other Oxfam India Activity as per organizational requirements
- To achieve agreed upon targets for donor acquisition
- To play active role in the overall target achievement of the team
- To ensure confidentiality of information pertaining to Oxfam India by him/herself
- To represent Oxfam India in a responsible manner as per the norms.

COMPUTER SKILLS:

Basic Knowledge of Internet and Computer Applications.

Experience in handling CRM.

Command in excel and ERP.

STRENGTH:

Quick learner

Ability to work under pressure

Self motivator

PERSONAL PARTICULARS:

Name : Shivam yadav
Father's Name : Sh. Balram yadav
Date of Birth : Dec 08,1995
Sex : Male
Marital Status : Unmarried
Nationality : Indian
Languages Known : Hindi, Punjabi, and English

I hereby declare that the particulars given in the above curriculum are correct to the best of my knowledge and belief.

Shivam Yadav
Gurgaon