

# Ajit kumar Srivastava

Ghaziabad, Uttar Pradesh

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## Work Experience

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### **Business Development Executive**

AADVIK FOODS & PRODUCTS PVT. LTD - New Delhi, Delhi

August 2017 to Present

Company Profile: (FMCG) Camel Milk, Goat milk, Chocolate, Ghee & Soaps Designation: Business Development Executive Location: New Delhi Duration: 16th August, 2017 to till now Job Profile: Visiting Doctors, Dieticians, Modern Trade, Retail stores, organic & Health stores, cafeteria, making Distributors in Delhi & NCR for product promotion & receiving orders from the respective clients.

- Graduation (ART's) from C.S.J.M Kanpur University in 2005
- Intermediate passed from U.P Board
- Matriculation passed from U.P Board
- Diploma in Computer Application (DCA) from A.S Computer, Gorakhpur in 2005
- Master of Business Administration (MBA) with marketing stream from Deen dayal upadhyay, Gorakhpur University in 2008

### **Medical Representative**

ECSTASY BIOTECH PVT. LTD - Gorakhpur, Haryana

September 2010 to April 2015

Location: Gorakhpur Duration: 10th Sept, 2010 to 14th April, 2015 Job Profile: Visited Doctors, Hospitals, Chemist, Distributor for Sale

> Company Name: DHARMANI INTERNATIONAL PVT. LTD. Company Profile: Pharmaceutical company deal in Ayurvedic medicines Designation: Territory Business Manager Location: Butwal, Nepal Duration: 16th April, 2015 to 10th July, 2017 Job Profile: Visited Doctors, Hospitals, Chemist, Distributor for Sale

## Education

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### **Master's in MBA IN MARKETING**

DEEN DAYAL UPADHYAY GORAKHPUR UNIVERSITY - Gorakhpur, Uttar Pradesh

January 2006 to January 2008

### **Bachelor's in Bachelor of Arts in Sociology**

CSJM KANPUR UNIVERSITY - Kanpur, Uttar Pradesh

June 2002 to July 2005

### **Higher Secondary(12th Pass) in Commerce**

M.P INTER COLLEGE GORAKHPUR - Gorakhpur, Uttar Pradesh

April 1999 to April 2001

## Skills / IT Skills

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- Social Media knowledge.
- Team work and Leadership.
- Phone, Email & Cold Call Sales.
- Knowledge & understanding of Retail markets.
- Proven sales ability & relationship building with clients.
- Assumes responsibility and accountability for successfully completing assignments & tasks. Computer Skills -: E-Commerce, MS Office, Internet, Search Engine, Google Ad words, Data Entry
- Sales and Marketing