**Shiv Shankar Kumar**

Mail : kshiv4704@gmail.com

Mobile : 9717480648,9910038620

**PERSONAL SUMMARY:-**

An ambitious, highly motivated and energetic with excellent marketing and business development skills and selling skills.

**CAREER HISTORY**

**Currently I am working with Club Mahindra holidays india Ltd (Anand Mahindra group of Companies.**

1. Selling Club Mahindra’s Holidays packages through face to face meeting, teli calling, and via Digital sales.
2. Concept selling in B2C segment.
3. Achieving monthly targets of 8 lack every months i.e selling 2 membership of 10 years and and 25 years.
4. Lead generation, fixing appointments with clients, and giving face to face presentation of Club Mahindra holidays membership
5. Lead generation through Digital marketing like  **linkedin**, **Facebook, whats up.**
6. Daily calling of 80 - 100 data points and doing 1 face to face meeting on daily basis.

**Worked with TOPPR as education counselor.**

1. Worked with Toppr. As education counselor.
2. Making calls to prospective Parents for the Ed Tech program for the largest ED Tech company
3. Concept selling in B2C segment.
4. 100 number dialing on daily basis and fixing meeting and generating sales.
5. School visits and generating lead to convert it into paid subscription.
6. Achieved the target of 1.5 lakh.

**Senior Relationship Executive in Jeevansathi.( From July 2010 to Aug 2018)**

1. Calling and fixing the appointments with the clients for home visit to conduct face to face counseling and selling the paid membership.
2. Concept selling in B2C segment as tale caller
3. 130 to 150 Number dialing on daily basis.
4. Visiting client's place for face to face meeting and convincing them to buy Jeevansathi services.
5. Calling to the customers and converting them into the paid memberships.
6. Achieving monthly targets of 2 Lac. On months on month basis.
7. Lead generation and follow ups.
8. Concept selling B2C.
9. Meeting daily/monthly Sales and conversation Targets.
10. Maintaining various reports to Sales and Accounts.

**Relationship executive**

1. Calling to the customers and converting them into the paid memberships.
2. Calling and fixing the appointments with the clients for home visit to conduct face to face counseling and selling the paid membership.
3. Achieving monthly targets on months on month basis.
4. Lead generation and follow ups.
5. Concept selling B2C.

**Other training:-**

1. Attended One day training seminar on sales (**By Vivek Bindra).**

**Academicss**

* Passed 10th from C.BS.E in 2002
* Passed 10+2 from C.BS.E IN 2004
* Completed B.Com in 2010.

# Personal Profile

    Date of Birth                   :         24TH Dec,1988

   Father’s Name                :         Mr. Sahdev Sah

   Mother’s Name               :         Mrs Shakuntla devi

     Nationality                       :         Indian

  Sex                                  :        Male

 Marital Status                  :         Married

   Language                         :         Hindi & English

# Declaration

*I here declare that above given information is best of my knowledge and if it found wrong then my candidature will be illegal.*

Date: shiv Shankar

Place: New Delhi                                                                                      [Your Name]

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