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**MIMOH SHRIVASTAVA**

Email: minohs1984@gmail.com

Mob: +91-9910888750,

# Profile Summary

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Highly energetic and dependable Business to Business Sales representative with a superb customer service and sales record. Adept at working well independently with little to no supervision or as part of a sales team. Available for interstate travel to complete customer service tasks as required

**Key Competencies**

**B2B Sales & Marketing🚹 Business Development🚹Strong Sales Experience 🚹Excellent ability to meet monthly sales goals 🚹Superior knowledge of market and customer dynamics**

**CAREER OBJECTIVE**

Aspire to seek challenging roles in Marketing/Sales & Marketing with a growth oriented organization of

repute.

# CORPORATE EXPOSURE

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| **Alpex Solar Pvt. Ltd June 2015 – Till date**  **Asst. Manager – Sales & Marketing (B2B)** |

Founded in 1997, Alpex Solar Pvt. Ltd. is a multi-location and multi-business enterprise with diverse business activities consisting of

* **Solar Panel Manufacturing**
* International Trading

Headquartered in New Delhi, India; the state of the art offices are located in Jaipur, Ludhiana, Mumbai, Noida, Patna, Tirupur, Seoul, Sydney.

**Job Responsibilities:**

* Selling of Solar PV Modules to system integrators, EPC contractors, developers, channel partners, Industries and Commercial Establishments.
* Responsible for identified new solar EPC companies for long-term revenue growth and promote company's products through them.
* Vendor Enlistment (take product approval) in Govt. Department and State Renewable Department.
* Planning & Execution – Business Forecasting for the Region, Sales, Collections, business planning and analysis for assessment of revenue potential in business opportunities.
* Representing my organization at trade exhibition, events and demonstration like REI.
* Presentation & relationship building with clients including Distributors, EPC’s & Project developers
* Travelling to customer business locations to answer queries and resolve issues.

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| **Action Ispat & Power Pvt. Ltd. Sep. 2013 – April 2015**  **Sr. Ex. - Sales Admin** |

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| **International Land Developers Pvt. Ltd. May 2011 –Sept. 2013**  **Ex. - Admin** |

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| **Sparsh BPO May 2009 – April 2011**  **TEAM LEADER – Insurance Sales** |

# Education

### We School, Mumbai 2017

### MBA

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### S.V.I.T.M Gwalior 2009

B-tech (E&C)

I.A.S.E DEEMED University

**CITY CENTRAL SCHOOL**

###### 12th

###### M.P. Board

**CHAUDHARY CENTRAL SCHOOL**

10th

M.P. Board

# PERSONAL INFORMATION

**Father's name : SH. J.N. Shrivastava**

**Date of Birth :** 23 may 1984

**Marital Status :** Married

**Address : New Delhi**

**Date……**

**Place….. MIMOH SHRIVASTAVA**