

SHUVAM MISHRA

D-231, 3rd Floor, AFE, Jamia Nagar, Okhla, Delhi 110025

Mob: +91-8800348402

E-mail: shuvammishra323@gmail.com

Career Objective:

- To be a vital part of the organization that encourages learning and has a proactive working environment so that I grow with the organization, gain valuable experience and contribute my best to the company.
- To obtain a responsible and challenging position where my work experience will have valuable application.

Professional Skills:

- Good communication skills in written and verbal both.
- Ability to work effectively in a team as well as individual.
- Flexible to adapt to a new working environment.
- Exceptional presentation and interpersonal skills.
- Positive, proactive and self-motivated.
- Proficient in coordinating with the people.
- Expert in understanding business requirement.
- Identifying the client's current and future requirements.

Educational Qualification:

- 10th with Second division from **C.B.S.E** in 2009
- 12th with Second division from C.B.S.E. in 2011
- B. Com with First division from Monad **University Hapur** session:2012-2015
- MBA with First division from Al-Falah University Session 2017-2019

Currently Working:

- **Sales Executive at Redington (India) Ltd form 8th Nov 2021**

Key Responsibilities

- Meeting with clients virtually or during sales visits
- Demonstrating and presenting products.
- Arrange to Demonstration of the products.
- Payments Follow-Up.
- Maintain and expand client database within your assigned territory
- Responsible for HP & Desktop metal

- Responsible for tracking and follow up of order delivery with the Business group and SCM team.
- Provide support to the Sales team to drive sales revenue for the concerned products business.
- Facilitate on time collections (from channel partners) and processing of pay-outs due to channel partners.
- Responsible for MIS, reports generation, documentation and compliance.

Past work Experience in FMCD:

- Sales Executive at **Utturkars Wood Culture Pvt Ltd (Grass Distribution Partner in Asia)** from **19th April 2021 to 1st Nov 2021**

Responsibility:

- To appoint New Retail Counter, Distributor (OEM).
- Regular Client Visit.
- Arrange to Demonstration of the products.
- Regular Follow-up.
- Preparing Quotation.
- Payments Follow-Up.
- Build up good relation with existing retailer & distributor.

Past Work Experience:

- Executive (Business Development) at **CYNORTEX** from **1st August 2019 to 11th April 2021.**

Responsibility:

- Cold Calling
- Regular Client Visit
- Arrange Demo Session
- Follow-up
- Preparing Quotation
- Build up good relation with existing clients.

Summer Training:

- Trainee at CYNORTEX from 02nd May 2018 till 29th June 2018.

Responsibility: To visit existing client and take feedback of the CAD software sold and to find the new prospect.

Project:

- Brand positioning of Jaypee Cement.

Technical Skills:

- Comfortable working with Windows and Mac OS
- Good knowledge of Microsoft Office, with expertise in Microsoft Excel.
- Good typing skill.

Hobbies and Interests:

- Socializing with people
- Watching movies
- Watching business news
- Reading Books

Personal Details:

Father Name: ALOK KUMAR MISHRA

Date of Birth: 26th June 1993

Gender: Male

Nationality: India

Language Known: Hindi & English

DECLARATION:

I hereby declare that all the information above is true to the best of my knowledge.

Shuvam Mishra