**Pankaj Mishra**

House No.-5, Tibadi Mohalla

In front of City Life Mall

Kapashera,Gurgaon.

Contact No- 7042901715

Email: [pankajmishra12690@gmail.com](mailto:pankajmishra12690@gmail.com)

**Objective:** To work in a challenging & competitive environment where I would be

Able to explore my abilities and hence contribute to the best of myself

For growth of me and company.

: Implementing my ideas and responsibilities across border.

**Educational Qualification**

|  |  |  |
| --- | --- | --- |
| Qualification | Board/University | % of Marks |
| M.B.A  (Marketing & IB) | GLA University,  Mathura | 68% |
| B.A | BUNDELKHAND UNIVERSITY.  JHANSI | 57% |
| Intermediate | UP BOARD | 62.0% |
| High School | UP BOARD | 67.3 % |

**Work Experience**

Currently I am working with **Abhinav Immigration** Since 1st Feb 2020.

**CURRENT RESPONSBILITIES-**

* Generate Sales as per laid down targets from the walkins
* Generate Revenue as per laid down targets from the product specific conversion.
* Promote advantage worldwide to clients
* Contact E – Marketing QAs
* Maintain conversion percentage of 80% for prospects to QA
* Makes timely Collection of dues of New Retainers
* Maintain records of payment due at stages of Retainer, file, interview,medical and all communication with the client.
* Ensure the release of immigration package to clients.
* Report to BM weekly, quarterly
* Counseling the clients.

**PREVIOUS COMPANIES –**

**World Wide Immigration Services 1July 2019 to 31st December2019.**

**Lumax Auto Technologies Ltd** **1st June 2016 to March 2019.**

**Responsibilities in Lumax**

* Institutional sales
* Channel sales
* Logistics support
* Support in ware house
* Handling domestic market of E-rickshaw.
* Bus bodybuilders.
* OE Customers
* Institutional Customers.
* **Summer Internship**

Six weeks summer training at index safety equipment pvt ltd, Sharda Nagar, Kanpur.

* **Research project Report:**

**Project Title: SALES, CUSTOMER SATISFACTION**

**Computer Skill**

* MS-Office
* MS-Excel.
* MS-PowerPoint.

**Interpersonal Skills:**

* Ability to rapidly build relationship and set up trust.
* Confident and determined.
* Ability to cope up with different situations.

**Hobbies & Interest:**

* Surfing Internet. 
* Interacting with different people of different culture and societies. 
* Always trying to do something new and creative.
* Bringing something new in existence.

**Extra – Curricular Activities & Achievements:**

* **NURTURE TALENT CONFERENCE AFFILIATED TO IIM**
* **SHINE STONE MOTION PICTURE THEATER WORK SHOP, MUMBA**I
* **CROSS COUNTRY RACE 5 KM -10 TH PLACE,MANAGEMENT SKIT**
* **CHESS**

**Personal Profile:**

Date of Birth June. 12.1992

Father’s Name Mr. Shankh Pani Mishra

Sex Male

Nationality Indian

Marital Status Unmarried

Permanent Address Dundahera Industrial Area, House No.651,Sector 21,Gurgaon

Email Id pankajmishra12690@gmail.com

Contact No. 07094901715

**Declaration**

I hereby declare that the above mentioned information is correct to the best of my knowledge.

**Pankaj Mishra**