SHUBHENDRA PRATAP SINGH

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Email: [:shubhendra.singh594@gmail.com](mailto:shubhendra.singh@indiraisbs.ac.in) Specialization: PGDM (Marketing)

QUALIFICATIONS**:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Course | University | Institute | Passing Year | Percentage |
| PGDM  (Marketing) | AICTE | Indira School of Business Studies | 2019 (Pursuing) | 63 |
| B.COM | Lucknow University | Lucknow public collage of professional studies | 2017 | 56 |
| 12th | Uttar Pradesh State Board | Shree Deep Narayan Bind Inter collage | 2014 | 55.2 |
| 10th | Uttar Pradesh State Board | Vindhyavasini Inter Collage | 2012 | 62.5 |

**Work Experience** :-  **Lakshya Intronet Pvt Ltd (april 2019 – october 2019)**

**Profile:** B2B development (Retail Business)

**Job Description:**

* Dealing with existing retailer of “Electrical” in defined territory.
* Association of retailers with our organization.
* Service after sales like:- Delivery, stock, payments etc.

**SUMMER INTERNSHIP**

**Company :** Aarise Group of Industries

**Project Title** : To study the challenges faced by retailers in selling lubricant

**Duration :** Two months (May 2018 To July 2018)

* To know what are the challenges faced by the retailers in selling lubricant.
* To provide a detailed information about the company to the retailers.
* To convince the retailers to business with Aarise Group Of Industries
* To pitch the interested retailers.

PROFESSIONAL TRAINING & WORKSHOPS

* CDP: Undergoing a comprehensive performance – based Leadership Development Program by Stratecent Consulting and have acquired the following skill till date
  + Negotiation
  + Problem solving
  + Strategy
  + SPIN selling
* Attended workshop on MS Office held by Mr. Amol Charegonkar at ISBS, Pune
* Attended the World CSR Day as part of the World HRD Congress at Taj Lands End, Mumbai

COMPUTER SKILLS

Operating Systems : Windows 10

Paes Known : MS Office (Word, PowerPoint, Excel)

PROFESSIONAL SKILLS

* Quick Learner and ability to work under pressure
* Possess good management and organizational skills.
* Ability to work in a team, enthusiastic and open to learn new ideas.
* Ability to handle multiple tasks.
* Ability in planning, organizing and negotiating.
* Self-motivated, well organized, excellent problem solving and decision making skills.

PERSONAL INFORMATION: -

* + father’s Name : Mr. Bal mukund singh
  + Date of Birth : April,24,1996
  + Gender : Male
  + Marital Status : Single
  + Nationality : Indian
  + Language Known : Hindi, English.
  + Hobbies : Dancing, Singing and listening to music.

DECLARATION: -

I solemnly declare that the above information is true and correct to the best of my belief & knowledge. I understand that if any information given above is found false/incorrect, I am is liable to be rejected.

Date:

Place: Pune **(**Shubhendra Pratap singh)