

CAREER OBJECTIVE

To obtain a position where my knowledge and skills would be utilized and an opportunity for Value based growth and career advancement while contributing handsomely to organization

PERSONAL INFO:

DOB: 09/03/1995

Marital Status: Married

Language: Hindi & English

Hobbies: Travelling and Reading

CONTACT INFO:

Address:

Parasrampur , Katra Gulab Singh
Jethwara Pratapgarh 230129 (U.P)

Phone:

96853-73936

LinkDIn URL:

www.linkedin.com/in/ajay-mishra-306384ba

EMAIL:

ajaymishra228@gmail.com

KEY SKILLS:

Field Sales
Project Sales
Client Service
Lead Generation
Leads Follow -up
MIS Reporting
Team Work

ACHIVEMENTS:

Exceeded Sales targets consistency for each quarter.
Projects-Industrial, Warehouse, Metros & Airports.

AJAY MISHRA

Sales/Marketing

EDUCATION

MASTER OF BUSINESS ADMINISTRATION (Marketing & Finance) in 2017
From **Devi Ahilya Vishwavidyalaya** Indore (M.P.)

WORK EXPERIENCE

Youngman India Private Limited **YOUNGMAN**

Technical Sales Executive – Delhi/NCR North Region

Feb 2021-Till Date

Responsibilities,

- Handling **Project Sales** In North Region (**Delhi / NCR & Agra Lucknow**)
- **Key Account** Management.
- Regular Visit on **Construction Job Site** to meet various **Architect , Contractors , Consultants , Interior & MEP contractors.**
- Build a **strong network of client-base** and **scout** for new clients.
- Provided **demonstration** to clients and explained products' benefits.
- Convince clients about the **quality, price, and after sales service.**
- Provide **pre-sales** and **after sales technical assistance** to clients.
- Coordinate **sales projects** and meet **sales targets.**

Super Elements Pvt. Ltd, Indore

Sales Executive- Indore Region (Madhya Pradesh)

October 2017-Jan 2021

Responsibilities,

- **Super Element Pvt Ltd** is **Steel Conglomerates (Metal Division)** with Export, Import manufacturing of Steel.
- Handling **Channel Sales & Project Sales** for the Organizations in region of **Indore Industrial Area (i.e. Pithampur , Dewas , Ujjain , Dhar.)**

TRAINING & CERTIFICATE COURSE

- **Achal Rangaswamy -The Coach** , 4 day workshop on "Discovering the Joy Of Selling"
- **Diploma in Computer Science** under ALMA INFORMATION TECHNOLOGY