

**AJIT YADUVANSHI**

B.SC. (BACHELOR OF SCIENCE)  
FROM  
DR. B.R.A.UNIVERSITY, AGRA

**CURRENT ADDRESS**

C/O MR. DEEPAK TOMAR AND  
MR. NEERAJ TOMAR, NEAR BUS &  
RAILWAY STATION, GALI NO. E-89  
PHASE – 2, HOUSE NO. 663/210,  
LAXMAN VIHAR, GURGAON – 122001,  
HARYANA

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**OBJECTIVE:**

I WOULD ALWAYS STRIVE FOR THE GROWTH OF MY COMPANY. I WILL USE ALL MY SKILLS FOR THE PROGRESS OF MY COMPANY. I WILL DISCUSS MY IDEAS WITH MY SUPERIORS REGARDING THE IMPROVEMENT IN OUR SERVICE. I WILL FOLLOW THE ADVICE GIVEN BY MY SENIORS PERTAINING TO MY WORK.

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**EDUCATIONAL QUALIFICATION:**

- **GRADUATION (B.SC):** BACHELOR OF SCIENCE (B.SC) FROM DR. B. R. A. UNIVERSITY, AGRA IN 2016.
  - **INTERMEDIATE (P.C.M.):** M.A.S.H.S.S. SANGILA, HATHRAS, U. P. BOARD, SCORED 64.40% IN 2013.
  - **HIGH SCHOOL:** D.P.SINGH INTER COLLEGE, HATHRAS, U. P. BOARD, SCORED 53.83% IN 2010.
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**TECHNICAL SKILLS:**

- KNOWLEDGE OF MS OFFICE (WORD, EXCEL, POWER POINT).
  - COMPUTER TROUBLESHOOT.
  - OPERATING SYSTEMS (WINDOWS 7, 8, 8.1, 10)
  - KNOWLEDGE OF SAP SYSTEM
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**EXPERIENCE:**

- ❖ 1.5 YEARS EXPERIENCE IN **FENESTA WINDOWS** AS A SALES EXECUTIVE IN 2020 TO PRESENT.
  - ❖ 9 MONTHS EXPERIENCE IN **DULUX PAINTS** AS DSR.
  - ❖ 1 YEAR EXPERIENCE IN **BERGER PAINTS INDIA LTD.** AS COLOUR CONSULTANT.
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**JOB SKILLS:**

- PRODUCT KNOWLEDGE
- POSITIVE THINKING
- ABILITY TO FORECAST
- LISTENING SKILLS
- INTERPERSONAL SKILLS
- CONFIDENCE
- PRESENTATION SKILLS
- CLIENT RELATIONSHIP
- NEGOTIATION SKILLS
- SALES PLANNING
- PROSPECTIVE SKILLS
- GOOD TIME MANAGEMENT SKILLS
- ABLE TO IDENTIFY AND DEVELOP NEW BUSINESS OPPORTUNITIES.
- ABLE TO WORK UNDER PRESSURE AND WITH NO SUPERVISION AT ALL.
- PREVIOUS EXPERIENCE WORKING IN COMPETITIVE MARKETS AND DELIVERING RESULTS.
- AIMING TO ACHIEVE MONTHLY OR ANNUAL TARGETS.
- PRODUCT KNOWLEDGE.

➤ CAPABLE OF WORK IN A TEAM OR INDIVIDUALLY

➤ I RESPONSIBLE FOR DEVELOPING A STRONG RELATIONSHIP BETWEEN THE COMPANY AND THE CUSTOMER.

➤ ABILITY TO WORK FLEXIBLE HOURS.

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## **JOB RESPONSIBILITY**

- PROVIDED CLIENTS WITH GREAT QUOTATIONS.
  - COMMUNICATED ANY NEW PRODUCTS TO OUR CUSTOMERS.
  - CREATED A SALES REPORTING AND PERFORMANCE EVALUATION SYSTEM.
  - WORKED WITH STARTUP TO CREATE SALES FUNNEL.
  - ARRANGING SALES VISITS WITH PROSPECTIVE CLIENTS.
  - GIVING PRODUCT DEMONSTRATIONS.
  - MAINTAINING PROPER SALES AND PERFORMANCE RECORDS.
  - NEGOTIATING SALES CONTRACTS AND DESIGNING PACKAGES.
  - MEETING DULEX PAINTS AUTHORIZED DEALERS AND DOING PRIMARY SALES WITH THE HELP OF SCHEME COMMUNICATION, HEALPING IN CALCULATING CD LANDING, PROVIDE TRAINING SUPPORT TO LINKED CONTRACTORS.
  - TRANING AND ENLIGHTENING CONTRACTORS REGARDING PAINTER SCHEME.
  - SECONDARY SALES FROM THE DEALER COUNTER TO CUSTOMER.
  - VISITING ONGOING CONSTRUCTION FOR COLD CALLING AND PRODUCT PITCHING.
  - FOLLOWUP FOR PAYMENTS AND DUES.
  - PROPER EXECUTION OF ORDER AND DISPATCH IT ON TIME.
  - RESPONSIBLE FOR ASSIGNED SALES TARGETS (MONTHLY, QUARTERLY AND ANNUALLY).
  - GOALS SET FOR CENTRES MONTH TO MONTH, MAINTAINING RELATIONSHIP WITH TARGET CUSTOMERS, CUSTOMER SERVICE, SALES SUPPORT AND SALES.
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## **TRAINING**

- COMPLETE THREE MONTHS TRAINING FROM DUCAT INSTITUTE ON "SAP BASIS".
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## **PERSONAL SKILLS:**

- FLEXIBILITY
  - ABILITY TO PRIORITIZE
  - PATIENCE
  - ABILITY TO STAY CALM UNDER PRESSURE
  - STRONG ANALYTICAL AND PROBLEM SOLVING SKILLS
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## **PERSONAL PROFILE:**

<b>NAME</b>	:	<b>AJIT YADUVANSHI</b>
<b>DATE OF BIRTH</b>	:	JANUARY 20, 1994
<b>GENDER</b>	:	MALE
<b>LANGUAGE KNOWN</b>	:	HINDI, ENGLISH

**PARMANENT ADDRESS** : S/O MR. OM PRAKASH YADUVANSHI  
GANESH GUNJ BHURA PEER, IN FRONT OF  
ADVOCATE DURGA CHARAN BANGLOW AND  
GALI NO. – 1, HATHRAS, PIN CODE – 204 101  
UTTAR PRADESH

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**DECLARATION:**

I HEREBY STATE THAT THE ABOVE MENTIONED INFORMATION IS CORRECT UP TO MY  
KNOWLEDGE AND BELIEF.

**Place**.....

**Date**.....

**(AJIT YADUVANSHI)**