

Alok kumar Srivastava

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OBJECTIVE: To join an organization where I can use my full knowledge & skills to achieve the goals and objectives of the organization, & the organization that provides me an opportunity to improve my skills, knowledge and personality through various learning experiences.

Work Experience:

- Currently working in Berger Paints(subdivision british paints) since July 2022 as a relationship sales officer.
- 1.5 year of experience in wonder cement pvt ltd as a Technical sales executive in Noida from Oct 2020 to May 2022.

Roles and responsibilities in Berger paints India Ltd

1. Working in Primary sales - Distributors visit, Dealer visit, Product sale and collection, maintain LY and OD, cheque collection & provide reminders of Debit note to dealers so that they can pay due amount.
2. Working in secondary sales – site visits, painter registrations & meetings, schemes evaluation, demand generation & business through painters.
3. Handling efficiently 30+ dealers & 200+ painters in given Territory.
4. Revenue generation, Credit control and channel sales.
5. Training sessions with the painters to make them aware about the application.

Technical proficiency:

- All kinds of paints knowledge, interior and exterior, water proofing and construction chemicals, floor coating.
- Good knowledge of grey and white cement.
- Knowledge of MS office

Educational Qualification:

Course	Branch	Institution	University/Board	Passing Year	Score
Bsc	Ag	Ram Manohar lohia college	Dr Ram Manohar lohia Awadh university ayodhya	2020	74%
12 th	PCM	A.S.V.J Sr Sec. School	CBSE	2014	69%
10	----	A.S.V.J Sr Sec. School,	CBSE	2012	9.2 cgpa

Skills/Strengths :

- Creative
- Leadership
- Ready to accept new challenges & responsibilities
- Flexibility and adaptability
- Sharp memory & strong will power

Trainings:

- Done Training of computer applications at apron

Personal Information :

Father's Name	Shri awadhesh kumar srivastava
Date of Birth	25 th of Mar 1997
Language Known	English,Hindi.
Gender	Male
Martial status	Single
Nationality	Indian

Declaration

I hereby declare that the information provided by me is authentic and I take full responsibility of any discrepancy found.

Date:**Place:**

Signature
(Alok kumar)

