

CURRICULUM VITAE

VIDYA PRAKASH

(Master of Business Administration)

Nav Sharda Hospital, Gayatri Nagar

Road No. 2 Postal Park, Patna -1

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OBJECTIVE:

By excelling in Marketing & Sales field, I envision myself to shine in the corporate limelight. Want to integrate learning with work, add value to the organization and self-growth by holding high responsibilities.

AREA OF INTEREST:

Competitor and Market analysis, Marketing & Sales, Strategic Planning, Team building
Distribution Management

WORK EXPERIENCE:

Worked as Field Sales Executive in Paytm (Teamlease Services Limited) Oil & Gas Department at Patna Since 11th August 2018 to 10 August 2019.

JOB DESCRIPTION:

New pump for on – boarding (Live) go to document collected then live the Petrol pump. After live the pump transaction will start.

These agents will be the face of Paytm Payments Bank for the customers and will be responsible to spread awareness about bank products and services.

Responded to over 30-35 merchants / customer calls daily and resolved 95% of their concerns.

Achieving assigned task in form of target vs achievement.

Responsible for making emotional bonding with the preferred partners in the Patna Zone.

Maintaining relation between company (IOCL, BPCL & HPCL), channel partners and preferred customer.

Responsible for over 78% of the total acquisition made in the Patna Zone.

Planning and implementation of sales promotional activities.

Monitoring competitor plan and plan counter action.

Ensuring proper branding of the preferred partners and retail

Enforcing all company approved policies and procedures.

Giving feedback to the company about the market response.

AWARDS & ACHIEVEMENT:

Achieved sales growth last quarter 45%.

Achieved all incentive throughout in the year 2018 & till July 2019.

Achieved Rock Star awards and Merit award in March 2019.

Ranked 2nd at College level in B. Com.

Awarded as member of organizing team in Bihar Entrepreneurship Summit 2018.

Awarded as member of organizing team in Young Entrepreneurs Summit 2017.

Awarded as certificate of membership through Bihar Entrepreneurs Association.

INTERNSHIP & WORKSHOP:

- Successfully completed 4 week MBA internship in PARLE PRODUCTS PVT. LTD., PATNA on the Topic –“ SALES PROMOTION”
- Successfully completed 6 week MBA internship in BIHAR ENTREPRENEURS ASSOCIATION, PATNA on the Topic –“ YOUNG ENTREPRENEURS SUMMIT”
- Attended five days comprehensive training programme on “FINANCIAL PLANNING & WEALTH MANAGEMENT” from BONANZA HUMAN RESOURCE PVT. LTD., PATNA

ACADEMIC PROJECT:

- Study on Sales Promotion.
- Project on Young Entrepreneurs Summit.

EDUCATIONAL RECORDS:

Passed Master of Business Administration specialization in Marketing & Human resource under Magadh University, Bodh Gaya in the Session (2016-18)

Passed Bachelor of commerce through S.T.S.M College, Panwari under Veer Kunwan Singh University, Ara in the year 2015.

Passed Intermediate of commerce through S.T.S.M College, Panwari under Bihar School Examination Board, Patna in the year 2011.

Passed Matriculation through Sarswati Vidya Mandir, Aurangabad under Central Board of Secondary Education, Patna in the year 2008.

TECHNICAL SKILLS:

- Successfully completed (6 month) Diploma in Computer Application from Czone InfoTech, Patna
- Successfully completed (12 month) Advance Diploma in Computer Application from Digital Computer Centre, New Delhi

SOCIAL ENGAGEMENTS:

Served as the:

- Part of tree Walk Initiative in Bihar.

STRENGTHS:

- Can work effectively in a team and has the ability to meet deadlines
- Adapt well to change & cope up pressure at workplace
- Punctuality
- Team Capability

INTEREST & HOBBIES:

- Tour and Visits
- Surfing Internet
- Desire for Learning
- Driving

PERSONAL DOSSIER:

Father's name	Mr. Rajendra Singh
Date of Birth	22-06-1993
Nationality	Indian
Gender	Male
Linguistic Proficiency	English, Hindi & Bhojpuri
Marital status	Unmarried

DECLARATION:

I hereby declare that all the information given above are true and correct with the best of my knowledge and belief.

Place :

Date :

Vidya Prakash
(Signature)