

Shivam Mishra

E-mail: shivammishra15.007@gmail.com

shivammishra11101995@gmail.com



Mobile: 8081966791

Self-motivated & organized sales professional seeking a position where sales experience & skills can positively impact sales revenue.

Academic Credentials

2011- Class X - St. Sebastian School, Kolkata

2013- Class XII - Vidya Niketan School, Kolkata

2018- BBA - Sikkim Manipal University

2020- MBA AKTU School of Management Sciences (Dual Specialization Marketing & HR)

Career Abstracts

From September 2020 to Oct 2021 :

Varuna Integrated logistics Pvt. Ltd as a Management Trainee -

(Sales & Marketing)

Location: Hyderabad

Key Result Areas

- Presales - CRM, ERP, Groundwork - Completion of various tasks as per SOP for Sales Life Cycle Mgmt.
- Lead Generation, Conversion of Prospects into Opportunity.
- Market Intel - Obtain Market Intel & Research on Field, Web, Interview for ensuring a higher probability of sales conversion.
- Commercials: RFQ/RFI (Market Rates, Customer lanes & Volume)

Summer Internship

Gujarat Co-operative Milk Marketing Federation Ltd. (**AMUL**)

Location Varanasi

Duration: (June – July 2019)

Project Title: Study on market potential of **AMUL** Beverages & identifying the market gaps

Key Results Area

- Designing the Questionnaire
- Opportunity analysis
- Drive Sales in designated area
- Competition tracking
- Close coordination with delivery boys & route salesman

Strengths

- Collaborative
- Adaptable

Passionate About

- Singing
- Playing Cricket

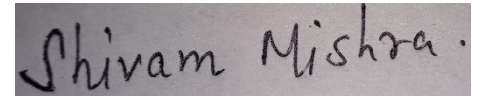
Seminar & trainings attended.

- Attended workshop on PR Skill development and Mass communication by **Public Relations Society of India (PRSI)** organized by School of Management Sciences, Varanasi
- Attended workshop of **TCI-XP Logistics** Organized by School of Management Sciences, Varanasi

Personal brief

Date of Birth 11.10.1995
Father's name Mr. Bharat Bhushan Mishra
Mothers name Mrs. Anita Mishra
Languages Known English, Hindi, Bengali
Permanent Address F-4, 37, REGENT PLACE, RANIKUTHI, KOLKATA- 700040

Place: **Kolkata**
Date: **18.10.2021**



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