



RATNESH SHRIVASTAV

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OBJECTIVE

To enhance my professional skills, capabilities and knowledge in an organization which recognizes the value of hard work and trusts me with responsibilities and challenges.

EXPERIENCE

- **Unschool**
12-08-2020 - 12-10-2020
Sales and Marketing Intern
 - End to End Conversion in sales.
 - Inside Sales in B2C.
- **Geeta Chemicals**
27-08-2018 - 27-07-2019
Sales Representative
 - Contact new and existing customers to discuss their needs and to explain how these needs could be met by specific products and services.
 - Negotiate prices or terms of sales or services agreements.
 - Answer customer's questions about products, prices and availability.
 - Managing and dealing with clients in Business to Business.
- **SIMA Labs Pvt. Ltd.**
24-07-2017 - 16-08-2018
Graduate Trainee Engineer
 - Planning and monitoring various order milestone.
 - Communication with customer/contractor on order progress.
 - Manage information flow internally from vendors and customers.
 - Preparing Technical Documentation, BOQ, Budgeting/Costing sheets etc in Excel.
 - Designing panels and circuit using AutoCAD.

EDUCATION

- **Amity University Mumbai**
2019-21
MBA (Marketing and Sales)
6.26 CGPA
- **Rajasthan Technical University, Kota**
2012-16
B.Tech(EE)
65%

SKILLS

- Business to Business Sales
- Business to Customer Sales
- Microsoft Excel
- Microsoft Office

- Problem Solving
- Team Handling

PROJECTS

- **Impact of Covid 19 on Indian Textile Industry**

LANGUAGE

- Hindi
- English

INTERESTS

- Badminton
- Exercise
- Cooking

REFERENCE

- **Sudesh Jhakad - "SIMA Labs Pvt Ltd"**
Electrical Manager
sandy31kumar@gmail.com
9250574105
- **Anil Toshniwal - "Geeta Chemicals"**
Director
9413358400

CERTIFICATIONS COURSES

- Digital Marketing
- Marketing Analytics
- Google Analytics