

ANJAN SRIVASTAVA

A Dedicated Professional with 3.5 Yrs. of Experience and Currently looking for a Good Exposure in E-Commerce/ I.T Industry /FMCG/ in Sales /Marketing /Client Servicing

PROFILE SUMMARY

- **B. Tech and MBA Professional** with significant experience in driving **business development initiatives** aligned with business goals and industry standards while achieving peak **profit and business growth** objectives
- Proficient in **assessing & mapping client's requirement** and **designing customized service packages for them**
- Expertise in establishing & nurturing **strong rapport with key clients** for business excellence, thereby ensuring optimum satisfaction levels
- Skilled in **creating and sustaining dynamic environment** that fosters development opportunities and motivates high performance amongst team members
- Consistent performer with **zeal to learn new concepts quickly & apply innovative ideas** for achieving results
- Excellent **communication & interpersonal skills** with strong analytical, problem solving and organizational skills

KEY RESULT AREA'S

OFFLINE MARKETING

ONLINE PROUCT PROMOTION

CLIENT RELATIONSHIP MANAGEMENT

CLIENT SERVICE MANAGER

CHANNEL SALES

PRODUCT SALES

WORK EXPERIENCE

Ceasefire Industries

Duration: 10th July 2018 to 18th May 2019 –Direct Sales

Key Result Areas:

- Managing corporate and SME clients for the company by providing them best fire safety solutions. Also providing after sales services that is very good for your sales and company.
- Achieving the targets based on maximum customer satisfaction & sales.
- Being a fire consultant, my job was to provide best customized fire safety solutions to the custom according to their requirement and premises so that customers remain safe.
- Scheduling appointments with clients prior meeting and also use cold calling for generate new business □ Generating business from existing customers and new customers.

- Negotiating win-win deals with clients.
- Monthly sales projection for target achievement.
- Building good rapport and relation with customers for business growth.
- Channel Sales

Galaxy office Automation

Duration: 30rd May 2019 to 30th August 2019 – Asst Manager Sales

Key Result Areas:

- Managing corporate clients for the company by providing them best IT solutions. Also providing after sales and services that is particularly good for your sales and company.
- Being a IT consultant my job was to give best IT hardware to the customer as per their requirement.
- Achieving the targets based on maximum customer satisfaction & sales.
- Worked on ERP TOOLS
- Scheduling appointments with clients prior meeting.
- Negotiating win-win deals with clients.
- Monthly sales projections.
- Maintain good rapport and relationship with the customers for business growth

India Mart Intermesh Limited, Mumbai

Duration: 30rd October 2019 to Present – Asst Manager (KCD Department)

Key Result Areas:

- Worked on existing client, responsible for generating revenue by providing the services to Paid Clients.
- Providing troubleshooting over their queries, maintaining the relationship with clients and address their concerns.
- Managing retention of Existing Paid Clients, Renewal of their current package.
- As a Consultant to the Clients, suggest/recommend suitable services/solutions.
- Achieving weekly and monthly targets.
- Relationship building
- Sales Projection
- Negotiating win-win deals with your clients
- Good Knowledge of Online marketing tools, Keywords.
- Client Management and Team Management Skills

Stanza Living (D12 Spaces Pvt Ltd)

Duration: 20th July -Associate (Demand and Supply)

Key Result Areas

- Handling Supply and Demand for the company.
- Managing Real estate brokers for business generation.
- ATL & BTL activities at the demand centres
- Corporate client handling.
- Negotiating and Closing properties for the company.
- Operation Skills and Team Management Skills.
- Team Management and Client Management Skills
- Also managing day to day operational activities of the properties.
- Channel Sales Management.

- Market Research

Education

2016-18 **MBA in Marketing and Finance** with 70% from **ITM UNIVERSITY, GWALIOR**

2011-15 **B. Tech in Electronic and Communication Engineering** with 58% from **Hindustan College of Technology, Agra, Uttar Pradesh**

2011 **XII CBSE Board** with 72%, **Mary Lucas School & College, Allahabad, Uttar Pradesh**

2008 **X CBSE Board** with 75%, **Boys High School & College, Allahabad, Uttar Pradesh**

IT Skills and Certification

☐ Sound knowledge of **MS Office Various Suite** such as excel, presentation

Personal Details

Date of Birth : 2 April 1992
Languages Known : English & Hindi
Current Address : Thane Mumbai
Permanent Address : Allahabad Uttar Pradesh-211006

I do hereby declare that the particulars of information and facts stated herein above are true, correct and complete to the best of my knowledge and belief.

