

CURRICULUM VITAE

Shashank Jaiswal

Add -: Gorakhnath, Gorakhpur

Mobile-: 7398996488

Email id-: sjaiswal474@gmail.com

CAREER OBJECTIVE

“Seeking a challenging position in an organization, this will utilize my potential to the best and proved me with various experience and offers a high level challenge, Responsibility and opportunities for continues career growth.”

PROFESSIONAL QUALIFICATION

- Master of business administration from Ideal Institute of technology Ghaziabad/UPTU Batch:-2011-2013.
- Area of Specialization :- Marketing & Finance

PROJECT

- I have done my Project Report, “**Impact on Sales Promotion on Consumer**”
- I have done my Research Report “**A STUDY ON PROMOTIONAL STRATEGIES FOR RETAILING OF FOOD PRODUCTS IN GHAZIABAD.**”

ACADEMIC QUALIFICATION

- B.COM in 2011 from Islamia Collage of Commerce Gorakhpur.
- Intermediate in 2008 from MG Inter Collage Gorakhpur /UP. Board.
- High School in 2006 from MG Inter collage Gorakhpur/U.P.Board.

TECHNICAL/COMPUTER SKILLS

- Internet& E-mail.
- MS-Excel,
- PowerPoint
- MS-Word



WORK PROFILE

- **Company Name** : **TECHNOTIP SOLUTION SERVICES Private Limited**
- **Date** : Dec 2020 - Present
- **Designation** : Business Development Manager
- **Key Role** : Identifying and developing new business through networking and Follow up
 - : Preparing and delivering customer presentations and demonstrations of the Software, articulately and confidently.
 - : Collecting customer feedback and market research.
 - : Reporting to Senior managers

- **Company Name** : **Indiamart Intermesh Pvt Ltd**
- **Date** : March 2019- Sep 2020
- **Designation** : Sales Executive
- **Key Role** : To generate leads from given database & Identify decision makers within targeted leads and initiate the sales process.
 - : To set up and deliver sales presentations, product/service demonstrations on daily basis.
 - : To ensure systematic follow-up with the client organizations to take the sales pitch to time-bound closure.
 - : To be an interface between the customer and internal support teams to ensure that the customer receives the best possible service from the company.

- **Company Name** : **Airtel India Private Limited**
- **Date** : Aug 2013 - Jan 2019
- **Designation** : Business Development Executive
- **Key Role** : Maintain and develop good relationship with customer through personal contact or via telephone etc
 - : Conduct market research to identify selling possibilities and evaluate customer needs.
 - : Actively seek out new sales opportunities through cold calling networking and social media.
 - : Setup meetings with potential clients and listen to their wishes and concern.
 - : Participate on behalf of the company in exhibitions or conferences.
 - : Negotiate/Close deals and handle complaints or objections.



STRENGTHS

- Self-Motivated
- Confident and Smart working,
- Ready to take challenges.
- Willing to learn.

PERSONAL DETAILS

Name	: Shashank Jaiswal
Father's Name.	: Ram Kumar Gupta
Date of Birth.	: 12 Dec 1992
Marital Status	: Unmarried
Language Known	: Hindi & English
Nationality	: Indian
Gender	: Male
Address	: Gorakhnath, Gorakhpur

DECLARATION

I hereby declare that the information furnished above is true and correct to the best of my knowledge and belief.

Date :

Place :

(SHASHANK JAISWAL)

