

# Curriculum Vitae

## **AAKASH SHUKLA**

Sarai madan singh urf Chanti, Holagarh,  
Soraon, Prayagraj, Uttar Pradesh 212503

**Mob:** 9198447870

**Email ID:** akashshukla9540@gmail.com

## **Carrier Objective:**

Seeking position to utilize my skills and abilities in the company or institution that offer professional growth by being innovative and flexible.

## **Work Experience:**

- Sales coordinator, Paynet Broadband Services Pvt. Ltd. (Jan 2017 - Dec 2018).
- Operations process coordinator at Inland world Logistics Pvt. Ltd (Jan 2019 - July 2021).
- Plant ISO (Inside Sales Executive) at Sterlite Technologies Ltd. (Aug 2021 - July 2022).
- Operation Coordinator at Inland World Logistics Pvt Ltd (Aug 2022 - May 2025).
- Sales Executive at Inland World Logistics Pvt Ltd (Jun 2025 - continued).

## **Job Responsibility:**

### **Inland World logistics Pvt Ltd - Sales Executive**

Ankleshwar, India, Jun 2025 - continued

- **Client Acquisition:** Prospecting, cold calling, networking to find new leads.
- **Sales & Presentations:** Meeting clients (in-person/virtual), demonstrating products, tailoring solutions to needs.
- **Negotiation & Closing:** Negotiating contracts, finalizing deals, processing orders.
- **Account Management:** Maintaining relationships with existing clients, identifying upsell opportunities.
- **Reporting & Strategy:** Maintaining CRM records, tracking performance, reporting on sales, staying updated on market trends.
- **Collaboration:** Working with marketing, support, and management.

### **Inland World logistics Pvt Ltd - Operations Coordinator**

Surat, India, Aug 2022 - May 2025

- Coordinated daily operations, streamlining processes for increased efficiency and productivity in the workplace.
- Identified problems in the operations process and resolved in a timely manner.
- Managed administrative staff workflow and trained new hires on office procedures and policies.
- Collaborated with sales and marketing teams to align operational capabilities with customer demands.

### **Sterlite Technologies Ltd - Plant ISO (Inside Sales Executive)**

Silvassa, India, Aug 2021 - Jul 2022

- Coordinated with internal teams, including product development and customer service, to meet client needs effectively.
- Responded to inbound sales enquiries with detailed product knowledge, improving customer service levels.
- Worked closely with the logistics team to ensure timely delivery of products, enhancing customer satisfaction.
- Provided after-sales support, resolving issues swiftly to maintain high levels of customer satisfaction.
- Prepared detailed sales reports and forecasts for senior management, providing insights into sales activities and outcomes.
- Endtoendexecutionofpurchaseorders.

## **Inland world logistics Pvt Ltd - Operation Process Coordinator**

Mumbai, India, Jan 2019 - Jul 2021

- Answered mailed, emailed, telephoned and in-person requests for service and information.
- Managed smooth operations and communicated timely updates to coordinate administrative activities.
- Monitored staff performance and developed improvement plans.
- Trained new staff on internal procedures and software, enhancing team capability and efficiency.
- Coordinated with branches for timely services and smooth operations.

## **Paynet Broadband Pvt Ltd - Sales Coordinator**

Korba, CG, India Jan 2017 - Dec 2018

- Coordinated daily sales activities, managing schedules and delegating tasks to team members for efficiency.
- Managed customer queries and complaints, offering solutions that enhanced client satisfaction.
- Scheduled regular team meetings to discuss performance, objectives, and sales strategies.
- Collaborated with credit control teams to keep customer accounts updated.

### **Skills:**

- Process improvement
- Client relationship management
- Workflow coordination
- Problem solving
- Logistics coordination
- MS office
- Relationship Building
- Negotiation

### **Academic Qualification:**

<b>EDUCATION</b>	<b>SCHOOL/UNIVERSITY</b>	<b>YEAR OF PASSING</b>	<b>PERCENTAGE</b>
<b>10<sup>th</sup></b>	<b>UP BOARD</b>	<b>2009</b>	<b>50%</b>
<b>12<sup>th</sup></b>	<b>UP BOARD</b>	<b>2011</b>	<b>67.50%</b>
<b>B.A.</b>	<b>CSJM UNIVERSITY</b>	<b>2014</b>	<b>52%</b>
<b>M.B.A.</b>	<b>AKTU</b>	<b>2016</b>	<b>62%</b>

### **Personal Details:**

**Date of Birth:** 01/07/1995

**Marital Status:** Married

**Nationality:** Indian

**Gender:** Male

**Language Known:** Hindi, English.

**Declaration:** I hereby declare that the above information is true with the best my knowledge.

**Date** 23/02/2026

**Signature**  
(Aakash Shukla)