**RESUME**

**WORK EXPERIENCE**



**Marketing Manager**

***Super Soles Pvt. Ltd., Agra***

* Adding new buyers for the company.
* Seeking reliable buyers to provide quality goods at reasonable prices.
* Negotiating prices and contracts.
* Determining quantity and timing of deliveries(more commonly in small companies)
* Consult with product development personnel on product specifications such as design, color and packaging.

 **01/2020 – TILL DATE**

 **02/2019 – 12/2019**

**Purchase Manager**

***Tej International Pvt. Ltd., Agra***

* Seeking reliable vendors or suppliers to provide quality goods at reasonable prices.
* Negotiating prices and contracts.
* Reviewing technical specifications for raw materials, components, equipments.
* Determining quantity and timing of deliveries(more commonly in small companies)
* Forecasting upcoming demand.
* Maintain records of goods ordered and received.
* Reviews purchase order claims and contracts for conformance to company policy.

 **07/2017 - 01/2019**

**Marketing Manager**

***Indcoat Shoe Components Limited, Kanpur***

* Identify, develop and evaluate marketing strategy base on knowledge of establishment’s objectives, market characteristics and cost and mark-up factors.
* Negotiate contracts with vendors and distributors to manage product distribution, establishment distribution networks and developing distribution strategies.
* Consult with product development personnel on product specifications such as design, color and packaging.
* Coordinate and participate in promotional activities and trade shows working with developers, advertiser and production managers to market products and services.

**AKASH SRIVASTAVA**

 To work with the best quality of my capabilities keeping right attitude and outlook towards the profession to avail the opportunities and work hard with dedication, integrity and absolute loyalty.

***Akash.srivastava43@gmail.com***

*9044724713*

**Address**

*120/211 Lajpat Nagar*

*Kanpur – 208005*

**CONTACT**

**Relationship Manager**

***YES Bank Limited, India***

* Setting up meeting with new clients.
* Researching the latest products and regulations.
* Looking for new sale opportunities.
* Building positive relationship with customers.
* Resolve customer complaints quickly and effectively.

 **02/2016-06/2017**



**EDUCATION**

**2006 - 2007**

**Master of Business Administration (1st Division)**

Dr. A.P.J Abdul Kalam Technical University, Lucknow

**2008 - 2009**

**2009 - 2012**

**2014 - 2016**

**Secondary School Examination (1st Division)**

Woodbine Gardenia School, Kanpur

**Senior Secondary School Examination (2nd Division)**

Mantora Public School, Kanpur

**B.sc in Multimedia and Animation (1st Division)**

Manonmaniam Sundaranar University,Tamil Nadu

**SKILLS**

Marketing

HR

Data/Analytics skills

Responsibility

Communication

Team Group

Flexibility

Personality

**INTEREST & HOBBY**

Cinema

Painting

Music

Photography

Cyclete

**PERSONAL INFORMATION**

**Father’s Name** – Mr. Arun Kumar Srivastava

**Mother’s Name** – Mrs. Archana Srivastava

**Date of Birth** – 23/04/1991

**Marital Status** - Single

**Nationality** - Indian

**DECLARATION**

**I hereby declare that all the information provided here and true to the best of my knowledge and belief.**

**Place** - Kanpur

**AKASH SRIVASTAVA**