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*CURRICULAM VITAE*

### *Shyam kumar mishra*

### *Mob:-8303695902*

### *E-mail:shyam.k.mishra87@gmail.com*

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***Career objective***

*Becoming a part of a growing corporate world and make effective contribution with my knowledge, skills and work in a challenging and working environment which give me a Perfect training to understand the core meaning of communication and Business skills.*

***Work Experience***

***Worked with BVG India Ltd.(for central accident & trauma services)as Assistant Operation Manager In Delhi till 25th march 2020.***

*1. Plan, schedule and supervise work for the group, ensuring proper distribution of assignments and*

*adequate mapping, space and facilities for performance of tasks.   
 2. Provide direction, motivation and training to field team for ensuring optimum performance.*

*3. Build the strong relationships with key accounts and opinion leaders.   
4. Close co-ordination with district managers for ensuring smooth and profitable operations..*

*5. Prepare Presentations and Monthly Performance data(district wise) for review meetings.*

* ***Worked in GVK EMRI (108 & 102) as Emergency management executive (for Project management) in Azamgarh & Kushinagar from March 2016 to 10 Oct 2017.***
* ***Worked in HLL Life care limited (HICARE DIVISION) . as Sr. sales executive In Lucknow from May 2014 to Sep 2016.***

*1. Analyze, plan and coordinate sales programs; identify & coordinate marketing of services, programs.*

*2. Conduct demographic & marketing studies to identify trends to maximize effectiveness of marketing efforts.   
3. Research targeted markets & evaluate strategies to identify potential consumers of products &*

*services.   
4. Recommend policies regarding pricing, promotion, product & market evaluations & marketing plans.   
5. Implement marketing research strategies to identify appropriate markets and evaluate the effectiveness of various marketing plans.*

* ***Worked with Ceasefire Industries Ltd. as a assistant sales manager From12 June 2011 to April 2014.***

***Job Profile:-***

*1. Meeting with industrial clients as per schedule to promote the products.  
 2. Meeting with vendors for make the products availability in the market.  
 3. cold survey for better marketing.  
 4. Value wise targets following strategies and achieving organizational goals.*

***Personal Details***

***Name :-*** *Shyam kumar mishra*

***Date of Birth :-*** *07-Feb-1987*

***Fathers Name :-*** *Dr. J. N. Mishra.*

***Mothers Name :-*** *Mrs. Geeta Mishra*

***Nationality /Gender :-*** *Indian /Male*

***Marital Status :-*** *Unmarried*

***Permanent Address :-*** *543-y, Ganganagar, Basaratpur,*

*Gorakhpur, U.P. Pin-273003*

***ACADEMIC QUALIFICATIONS***

* *Bachelor of Arts with English from D.D.U. Gorakhpur in (2004-2007).*
* *12th, Intermediate with Science(Mathematics) Group from UP Board in 2003.*
* *10th, High School with Science Group from U.P Board in 2001.*

***PROFESSIONAL QUALIFICATION***

***Master of Business Administration*** *with specialization in Marketing(Major) and Finance. (65.68%).*

***From: -Rameshwaram Institute of Technology & Management****(G.B.T.U.),LUCKNOW.*

***Summer Training in (****R.K.B.K. pvt. ltd.)*

***Maruti Suzuki India Ltd.***

***Project Title:-Customer Satisfaction***

*Major Responsibilities:*

* *To gather information about customer satisfaction towards Maruti Suzuki.*
* *To know the customer perception about features, low maintenance cost, design, safety and comfort of Maruti Suzuki.*
* *To provide suggestions in improving the customer satisfaction and the company sales and profitability. Inform the customers about new schemes and to get feedback after the sales service offers provided by Maruti Suzuki.*

**2*. Summer Training in RELIGARE*** *.*

***Project Title: - Financial awareness of customers****.*

* *Tofind the customers who does not aware the investment plans.*
* *Aware about the financial products of company.*
* *Find the problems which comes in investment of money.*

***Conference/ Workshop Attended/ Industrial Visit:-***

* *Visit Of MOTHER DAIRY PLANT.*
* *Visit of SAMWON INDUSTRIES.*
* *Visit of HINDUSTAN TIMES.*

***Computer Awareness:****-*

* ***Packages :*** *MS-Office 2007,Tally7.2.,D.C.A.*
* ***Other :*** *Fluent work with Internet*

# *Areas of interests:-*

* *Administration and Programe Management.*
* *Sales & Business Development*
* *New Market Development*

***Extra curricular activity:***

* *Attended the Mr. Radiance competition in Lucknow as a coordinator.*
* *Winner of Badminton championship at college level.*
* *Participated in Debates.*

***Language Proficiency:-***

* *English, Hindi*

***Hobbies:-***

* *Reading and Writing (Literature)****,*** *Cricket, Making friends.*

***Place:***

***Date : - (Shyam Kumar Mishra)***