

RESUME

ANKIT SHUKLA

Date of Birth- 12/10/1994

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Mob no: +91-8765044846, 8839890143

Career Objective:

Having a keen desire to work in an environment that offers an impartial opportunity for continuous learning and professional development and to obtain an ambitious position in an organization where my potential and capacity can be practiced in the best mode.

Academic Qualification:

- B.Sc. (Chemistry & Physics) from Bundelkhand University, Jhansi.
- Intermediate (P.C.M.) from U.P. Board Allahabad in 2011
- High School from U.P. Board Allahabad in 2009

Skill Set:

Coordination, Team player, & Analytical skills.

WORK EXPERIENCE:

Dec 2012- Jan 2014 **Organization Name**— Shivashakti Biotechnologies ltd
Sector: Agriculture
Designation: Sales Executive in Sales department.

- Generate new leads and increase sales of fertilizers.
- Plan and manage daily visits and follow-up with customer.
- Ensure product delivery in time.
- Daily report to Team leader.

Feb 2014- March 2016 **Organization Name**— Dhankrishi Agricare pvt ltd
Sector: Agriculture
Designation: Team Leader (GL) in Sales department

- Manage team of 10 members of sales.
- Assign daily and monthly targets to team.
- Staff training and meetings.
- Ensure customer satisfaction.
- Daily report to Area Manager.

May 2016- Jan 2018 **Organization Name**– FICCL(Fullerton India Credit Company Ltd)
Sector: Banking and Finance
Designation: Individual Relationship Officer (IRO) in Sales department.

- Generate new leads and increase sales.
- Plan nad manage daily collection and follow-up with customer.
- Reconcile cash in branch.
- Daily report to Unit Manager.
- Any other responsibility assigned by management.

Feb 2018- October 2019 **Organization Name**– FICCL (Fullerton India Credit Company Ltd)
Sector: Banking and Finance
Designation: Transaction Officer (TO) in Operation department.

- Cash management of the branch.
- Quality check of loan applicants files.
- Staff training and meetings.
- Manage disbursement of the branch.
- Manage death cases (Insurance claims) of the branch.

March 2020- Present **Organization Name**– Mankind Pharma ltd
Sector: Pharma
Designation: Territory Manager in OTC division

- Interact with a minimum average 35 retailers everyday with effective impact in sales.
- Create and post daily reports, expense statements, sample acknowledge form, market reports, stock & Sales statement of my stockist. Any other reports required by Manager.
- Maintain daily visit reports and sent to reporting authorities.
- Perform daily activity for increasing sales.
- Maintain purchase orders and payments to Stockist.

COMPUTER PROFICIENCY:

- Basic knowledge of Computer & Internet
- Typing Speed 30wpm in English

PERSONAL STRENGTH:

- Well communication ability
- Self confidence & Goal oriented
- Good communication skills
- Learn from mistakes

HOBBIES:

- Listening Music & Playing cricket

PERSONAL INFORMATION:

Father's Name : Mr. Yogendra Prasad
Date of Birth : 12/10/1994
Marital Status : Single
Nationality : Indian
Language Known : English & Hindi
Address : Village-Patra, Post-Patra Sandwa
Teh- Akbarpur, Distt. Kanpur Dehat (U.P.)
Pin Code-209311

DECLARATION

I hereby say that all the above information giving by me are true and I am responsible for any mistake.

Date : 13/12/2021

Place KANPUR


(Ankit Shukla)