




Eshaan Shrivastava

 Bhopal, India, 462042

 700-059-6551

 eshan.june11@gmail.com

Performance-oriented Sales & marketing professional offering exceptional record of achievement over 5+ year career. Tenacious manager with strategic and analytical approach to solving problems, bringing in customers and accomplishing profit targets. Talented in identifying and capitalizing on emerging market trends and revenue opportunities.



Work History

2018-06 - 2020-07

Sales Manager

InBody India Pvt. Ltd., Bangalore, India, KA

- Managed order cycle to enhance business development and maintain sustainability and customer satisfaction.
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
- Developed strategic relationships with key suppliers and clients to foster profitable business initiatives.
- Created effective strategies to target new markets after researching and analyzing competitor behavior.
- Exceeded regional annual sales target by assigned by the company..
- Managed leads and customer data with help of CRM software.
- Handled all customer relations issues pleasantly, enabling quick resolution and client satisfaction.

2017-03 - 2018-02

Deputy Manager

Kotak Mahindra Bank, Bhopal, India, M.P

- Developing new and expanding existing High Net worth Customer relationships for liabilities and commercial assets.
- Ensuring high levels of customer service orientation and application of bank policy.
- Informing customers of new products or product enhancements to further expand the banking relationship.
- Planning and conducting special sales initiatives and events for prospective and existing clients.
- Set, enforced and optimized internal policies to maintain responsiveness to demands.
- Finalized contracts to close deals worth up to 20000000 INR.
- Maintained, documented and presented progress reports to leaders.

2015-07 - 2017-02

Marketing Manager

Asia Pacific Group, Bhopal, M.P.

- Assessed marketing copy, art comps and final designs and compared with established specifications.
- Capitalized on industry and marketplace trends to strategize marketing solutions

and enhance business operations.

- Boosted brand awareness and generated leads while managing internal and external marketing campaigns and programs.
- Organized contacts and orchestrated innovative marketing campaigns to boost awareness, engagement and sales.
- Planned and coordinated logistics and shipment of materials for attendees of trade shows.
- Generated reports detailing campaign performance, customer engagement and engagement trends.
- Collaborated with senior sales, engineering, and other business development executives to create best practices marketing initiatives and media positioning for vertical markets.



Education



Masters of Business Administration: International Business

University of Applied Sciences - Schweinfurt, Germany



Post Graduate Diploma: Marketing

Christ University Institute of Management - Bengaluru, KA



Bachelor of Business Administration

The Bhopal School of Social Sciences, Barkatullah University - Bhopal, M.P



12th: Financial Market Management

Maharishi Vidya Mandir - Bhopal, MP



10th

Kendriya Vidhyalaya No.1 - Bhopal, MP



Skills



Sales processes



Order management



Business development and planning



New Business Development



Territory Management



Accomplishments



- Summer internship training at Narang Access Danone, Mumbai, which is into manufacturing and selling of premium beverages. Duration 2 months
- Organizational structure training and insights: 'Top N Town Ltd.', Bhopal (M.P). Duration 2 months.
- Master thesis on cross-cultural management during MBA.
- CERTIFICATIONS: IELTS (International English Language Testing System) with 7.5 /9 Band..



Languages



English



Hindi