



CURRICULUM VITAE

SANJAY KUMAR CHATURVEDI

MANAGER

LUCKNOW 226012 / UTTAR PRADESH

cmscolvincanning@gmail.com

9455955184, 91119890184

KANPUR HOUSE NUMBER 300, SECTOR -G , L D A COLONY ROAD , LUCKNOW

WORKING FOR MANAV VIKAS EWAM SHIKSHA SANSTHAN , LUCKNOW AS MANAGER TRAINING AND DEVELOPMENT OF THE NEW EMPLOYEES AND THE EXISTING EMPLOYEES. MARKETING , SALES , CONVINCING , NEGOTIATING , RECRUITMENT , MONITORING , CONTROLLING , ADMINISTRATION , COUNSELING , CONTENT WRITING , BOOK WRITING AS PER INSTRUCTIONS OF PROJECT DDUGKY , SALES AND MARKETING AND FREE DISTRIBUTION OF THE STUDY MATERIAL IN LUCKNOW AND NEARBY.

WILLING TO RELOCATE TO LUCKNOW -UTTAR PRADESH.

WORK EXPERIENCE

PROJECT MANAGER

MANAV VIKAS EWAM SHIKSHA SANSTHAN - LUCKNOW -UTTAR PRADESH

SEPTEMBER 2017 TO PRESENT

OFFICE ADMINISTRATION , CONTENT WRITING, TRAINING AND DEVELOPMENT OF THE NEW JOINERS, AND EXISTING EMPLOYEES, WRITING BOOKS ACCORDING TO THE GUIDELINES OF PROJECT DDUGKY, MAKING OFFICIAL REPORTS ON THE PROJECT DEVELOPMENT, SALES , MARKETING AND FREE DISTRIBUTION OF THE STUDY MATERIAL IN LUCKNOW AND NEARBY.

REPORTING TO THE MANAGING DIRECTOR SIR WEEKLY ALONG WITH THE WEEKLY DEVELOPMENT REPORTS. MOTIVATING AND INSPIRING PARENTS AND STUDENTS TO ATTEND FREE ORGANIZED CLASSES.

UNIT MANAGER

SAHARA INDIA PARIWAR - LUCKNOW -UTTAR PRADESH

DECEMBER 1999 TO AUGUST 2017

IN CHARGE OF SAHARA WELFARE FOUNDATION, ACTIVELY PARTICIPATED IN THE MEDICAL LIKE PULSE POLIO AND SOCIAL ACTIVITIES OF THE FOUNDATION , MAKING MONTHLY REPORTS OF THE PROGRESS OF THE FOUNDATION. MARKETING AND SALES OF THE FINANCIAL SCHEMES OF THE SAHARA AND SELLING THE GOODS

ALLOTTED BY SAHARA GOODS DIVISION .
MANAGER

SUPER HOUSE LEATHERS LIMITED - UNNAO - UTTAR PRADESH

JANARY 1994 TO DECEMBER 1999

CONVINCING , NEGOTIATING , ATTRACTING THE FOREIGN BUYERS TOWARDS THE
MANUFACTURED LEATHER GOODS OF THE COMPNY AND TRYING TO EARN BULK
ORDERS FROM THEM IN RESPONSE KEEPING TRACK AND DEALING IN EXPORT AND
IMPORT WITH THE COUNTRIES ALLOTTED TO ME..

MONITORING , INSPECTION , SUPERVISION OF THE EMPLOYEES IN THE DIFFERENT
MANUFACTURING UNITS OF THE COMPANY TOO COMPLETE THE PRODUCTION ORDER
BEFORE TIME SO THAT THERE MAY BE NO DELAYS.

EDUCATION

MASTERS IN HUMAN RESOURCE MANAGEMENT AND INDUSTRIAL RELATIONS

LUCKNOW UNIVERSITY -LUCKNOW -UTTAR PRADESH
JULY 2012 TO MAY 2014

MASTERS IN MARKETING AND SALES MANAGEMENT

GOVERNMENT POLYTECHNIC KANPUR -UPBTE -KANPUR , UTTAR PRADESH
BACHELOR IN ARTS

LUCKNOW UNIVERSITY -LUCKNOW - UTTAR PRADESH
ENGLISH , POLITICAL SCIENCE , ANCIENT INDIAN HISTORY
BACHELOR IN EDUCATION

LUCKNOW UNIVERSITY
JULY 2010 TO AUGUST 2011
HIGHER SECONDARY (12 PASS) IN BIOLOGY

COLVIN TALUQDARS INTER COLLEGE -LUCKNOW -UTTAR PRADESH
SECONDARY (10 TH PASS) IN SCIENCE
HIGH SCHOOL , CITY MONTESSORI SCHOOL -LUCKNOW - UTTAR PRADESH

SKILLS / IT SKILLS

*HUMAN RESOURCES (15 YEARS)

*COMMUNICATION SKILLS (21 YEARS)

*RECRUITMENT (15 YEARS)

* HR SOURCING (15 YEARS)

*HUMAN RESOURCE MANAGEMENT (21 YEARS)

*TALENT ACQUISITION (5 YEARS)

* TRAINING AND DEVELOPMENT (15 YEARS)

* WORKFORCE MANAGEMENT (15 YEARS)

*PAYROLL MANAGEMENT (5 YEARS)

*ADMINISTRATION , CONTROLLING , CONVINCING , NEGOTIATING , MARKETING AND SALES , BRAINSTORMING (15 YEARS)

*FAR SIGHTEDNESS (10 YEARS)

*TIME/ TEAM MANAGEMENT (20 YEARS)

* MARKETING (15 YEARS)

*SALES (10 YEARS)

LANGUAGES

ENGLISH – EXPERT HINDI _ EXPERT

AWARDS / ACHIEVEMENTS

NATIONAL SCHOLARSHIP HOLDER FROM HIGH SCHOOL TO GRADUATION SPONSORED BY UP BOARD - MAY 1988

NATIONAL LEVEL AWARD FOR PADDLE FOR PEACE CYCLED FROM LUCKNOW TO DELHI SPONSORED BY YOUTH HOSTELS ASSOCIATION OF INDIA .

TO INCREASE WAVE OF NATIONAL PEACE.

PERFORMED THEATRE SHOWS AT DELHI AND FAIZABAD SPONSORED BY LUCKNOW UNIVERSITY ON ANDHA YUG WRITTEN BY DHARAM VEER BHARTI.

PROJECTS / PAPERS SUBMITTED / CERTIFICATES AND LICENCES

COMPARATIVE MARKETING AND SALES STRATEGY OF PEPSO VS COKE

DECEMBER 2012 T AUGUST 2014

COMPARATIVE MARKETING AND SALES STRATEGY OF PEPSI AND COKE IN LUCKNOW MARKET. WE WERE ASSIGNED A PROJECT ON THIS TOPIC BY LUCKNOW UNIVERSITY DEPARTMENT OF SOCIAL WORK. AMONG 40 STUDENTS MY TEAM CONSISTED OF 20 MEMBERS. WE STARTED WITH MARKET SURVEY WITH DEALERS ,DISTRIBUTORS AND RETAILERS.

SOME OF THE STUDENTS WENT INTO THE PUBLIC TO COLLECT INFORMATION. OVERALL WE CAME TO A CONCLUSION THAT COKE WAS BETTER IN TASTE BUT ITS DISTRIBUTION WAS NOT GOOD AS COMPARED TO PEPSI . PEPSI HAD LOT OF

SCHEMES WHICH COKE DID NOT HAD.WE SUBMITTED THIS REPORT TO THE DEPRTMENT AND I WAS SELECTED AS TEAM LEAD.

COMPARATIVE MARKETING AND SALES STRATEGY OF ZANDU PHARMA AND DABUR INDIA

JANUARY 1994

THIS PROJECT WAS ASSIGNED TO US BY GOVERNMENT POLYTECHNIC KANPUR UNDER THE GUIDANCE OF UTTAR PRADESH BOARD OF TECHNICAL EDUCATION . THE LOCATION WAS DELHI . WE ALL 50 STUDENTS PERFORMED SURVEY WIT DEALERS , DISTRIBUTORS AND RETAILERS.IT WAS A ACADEMIC ASSIGNMENT .WE DISTRIBUTED OUR TEAM AND MOST OF THE TIME PERFORMED SURVEYS.SOME OF THE TEAM MEMBERS PERFORMED THE SURVEY IN THE GENERAL RETAILERS.

AT LAST WE CAME TO A COONCLUSION THAT THE PRODUCTS OF ZANDU WERE OF HIGH QUALITY AND ABIT COSTLY . THE DISTRIBUTION NETWORKK OF BABUR WAS MUCH STRONGER THAN ZANDU AND WARE EASILY AVAILABLE . THE PRODUCTS OF ZANDU WERE IN DEMAND BUT DUE TO WEAK DISTRIBUTION THEY SUFFRED.

ADDITIONAL INFORMATION

I SANJAY KUMAR CHATURVEDI EMPLOYEE OF MANAV VIKAS EWAM SHIKSHA SANSTHAN AN NGO ON A CONTRACT JOB AND AM ON NOTICE PERRIOD WHICH IS ABOUT TO FINISH SO I AM SEEKING A JOB WHICH IS PERMANENT MY CURRENT CTC IS 600000 PER ANNUM

THANKS AND REGARD