

AMRENDRA MISHRA

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Qualitative more than 3 years of experience in Sales & Marketing, Customers Relation, B2C Sales, Possess MBA with a focus in Marketing and Finance. Seeking to leverage sales expertise and experience into Sales and Marketing profile

PROFESSIONAL EXPERIENCE

Airson Electronics.

Business Development Manager

Ghaziabad (U.P.)

July 2018 – Present

- B2C sales of pollution checking equipment.
- Meeting with customers face to face and development customers relations.
- Our customer is IOCL, BPCL, HP, RELIANCE & HERO, ROYAL ENFIELD, MARUTI SUZUKI ETC.
- Developing customers relation and generate lead by telecalling
- Fulfillment of customer need as per their requirements
- Manage and update company data base
- Preparations of marketing reports like survey report, Customer requirements report etc.
- Collecting quantitative and qualitative data from market.
- Pitching the existing customers for creating more stake in the organization.
- Prepration of Marketing reports like survey report, Customer requirements report etc
- Searching new customers through visiting the area.
- Set revenue target and projections.
- Supporting to the customers for liasoning works from local RTO for their ease.

EDUCATION

BBD UNIVERSITY

MBA (Marketing & Finance), June 2018

Lucknow, U.P.

RMLA UNIVERSITY

B.com, June 2016

Faizabad, U.P.

ADDITIONAL SKILLS

- Basic knowledge of Microsoft Office Applications
- Good communication skills, and ability to present complex information in an easy to understand format

CERTIFICATIONS

- Certified From Lucknow Management Association in Shaping Young Mind Programs.

PROJECT TRAINING

- Sales training in Eureka Forbs Ltd. for one month.