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# Shashank Srivastava

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Adaptable and passionate mind ready to utilize all my potential having some internship experience in Sales and Marketing. I Am searching for advanced challenges where I can utilize my problem-solving skills, and Decision-making skills for professional And personal growth.

## EDUCATION

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|--|------|
| PGDM , Post Graduate Diploma in Management International Institute of Management Studies (IIMS Pune), Percentage: 76 | 2024 |
| BBA, Lucknow University , Percentage: 55.13  | 2020 |
| 12th, St. Anthony's Inter College Pratapgarh, Percentage: 62.8   | 2017 |
| 10th, St. Anthony's Inter College Pratapgarh , Percentage: 77  | 2015 |

## SUMMARY

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- Playing a key role in meeting with prospects and support to close the deals.
  - Experience in Inside Sales environment, respectively Demand Generation.
  - Expert in qualifying the lead and effectively converting it into prospects for sales.
  - Planning and execution of cold calling, and finding client by indiamart
  - Maintain the relationship with the existing clients.
  - Expert in qualifying the lead and effectively converting it into prospects for sales. • Strong analytical skills with a flair for business

## EXPERIENCE

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|  |                        |
|--|------------------------|
| Hi- Filed Ag Chemical India pvt Ltd  | March 2024- Present    |
| Business Manager   | Lucknow(Uttar Pradesh) |
| B2B Sales & Marketing, Metting with Director/owner of Agro chemical companies, pesticides companies, seeds companies ,Lead generation, Cold calling, Market mapping and Generating new business in Assigned Territory. |                        |

## INTERNSHIP

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|--|-------------------|
| Company name : AMUL (GCMF) Ltd.  | Pune              |
| Project Title: Study of consumer behaviour towards new product of amul.  | Duration: 45 days |
| Project profile : Sales and Marketing Intern.  |                   |
| • Demand and salesgeneration,convincingskills, Customer handling, business communication, New Products promotion & Sales, Increasing Sales, Kiosk Activity |                   |

## INTERNSHIP

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|  |                            |
|--|----------------------------|
| Company name : Pidilite Industries limited   | Duration: 3 months<br>Pune |
| • Generating sales in Assigned territory, Worked on Pidilite new products, time management , customer handling , customer support, Increasing Sales. |                            |

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## SKILLS

- Lead Generation.
- Email Marketing.
- Project Management.
- Cold Calling.
- Customer Handling
- Convencing

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## HOBBIES

- Explore new thing internet.
- Surfing net for upgrading skill set.
- Cooking
  
- Traveling

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## LANGUAGE

- English.
- Hindi.

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## STRENGTHS

- Positive Attitude.
- Team Worker.
- Good Communication.

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## CERTIFICATIONS

- Certification of Digital Marketing .
- Certification of Supply Chain Management
- Certification of Six Sigma green belt

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## PERSONAL DETAILS

- Name: Shashank Srivastava
  - Father : Anoop Kumar Srivastava
  - DOB : 12/04/2000
  - Marital status - Single
  - Address 356/93 kha Satyam City Diptykhera ring road Lucknow 226017
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Signature : **Shashank Srivastava**