

RESUME

Amit Kumar Srivastava

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Career Objective

Resourceful sales representative with 14 years of experience in a business environment. Looking to advance my professional career with a marketing manager position to drive product market performance.

Managerial position in Sales and Marketing wherein education, experience and skills can be efficiently utilized to increase the sales volume and profitability of the organization. Build a strong distribution network for achieving greater market development by fulfilling the following underlying functions:

- Leading sales teams to achieve sales objectives.
- Identifying potential customers in the market.
- Comparing products and their substitutes based on a range of criteria.
- Managing the firm's sales budget and costs – Estimating costs involved.

Professional Experience

Having approx. 15 years of Experience in sales management including Retail sales, Channel sales, Direct sales in different types of industries like TYRES, OIL & GAS, AUTOMOBILE, TRANSPORTATION.

<u>Organization</u>	<u>Designation</u>	<u>Location</u>	<u>Duration</u>
Reliance Jio bp Mobility	Key Account Manager	U.P	Mar 2023 to Till date
BKT Tires	Area Sales Manager-Agri sales	Rajasthan	Oct 2015 to Feb 2023
J k Tyre & Industries Ltd	Area Sales Manager	Varanasi	Sep 2014 to Sep 2015
Birla Tyres(Kesoram Ind.)	Key Account Manager	Jaipur+Ajmer	Jan 2010 to Sep 2014
Lupin Pharma Ltd.	Sr. Sales Executive	New Delhi	Aug 2008 to Jan 2010
Indiamart Intermesh Ltd.	Client Acquisition Manager	Mumbai	Dec 2007 to Aug 2008

Employment Summary

- Currently working with **Reliance jio bp mobility Ltd.** Varanasi UP.

Roles and Responsibilities

- Consulting and counseling of big fleets & other prospective end user customers.
- Strategic Planning, forecasting, and meeting sales and downstream business targets.
- Team management, Dealer management and new dealer & distributor appointment.
- Dealers order follow ups and stock availability.
- New market development and acquisition of new customers.
- Business analysis, Product analysis, Price analysis competitors analysis .
- Organizing the sales promotional activities like customer meet, dealer meet in concern area.

Previous Experience

Worked with **BKT TIRES**.(Agri Division) as Area Sales Manager based at Ajmer,Rajasthan.

Roles and Responsibilities

- Consulting and counseling of big fleets & other prospective end user customers.
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- 1 Worked with **JK Tyre & Industries Ltd.** As Area sales Manager based at Varanasi UP.
2. Worked with **BIRLA TYRES**, as sales and service engineer based at Jaipur, Rajasthan.
3. Worked with **Lupin Pharmaceuticals Ltd**, as Marketing Executive based at New Delhi.
4. Worked with **Indiamart Intermesh Ltd.**, as Client Acquisition Manager based at Mumbai,.

Academic Profile

- **P.G.D.M.(Marketing)** from School of management Sciences, Varanasi. (2006 - 2008)
- **B.Sc. in Biology & Chemistry** from Purvanchal University, Jaunpur (U.P.)
- **10+2 in Science stream (U.P board)** from K.B.Inter College Varanasi .
- **10th in science stream (U.P Board)** from S.P Inter college Varanasi.

Core Competencies

- Familiarity with all aspects of supplier relationship management.
- Ability to cope with dynamic market conditions and develop sales strategy accordingly.
- Ability to work in high-stress environments and to make complex decisions regarding pricing.
- Extensive knowledge of sales and marketing strategies.

Key Skills

- Excellent written and verbal communication skills including formal presentation skills.
- Persuasiveness, Adaptability & Innovation.
- Judgment and Decision-making.
- Collaboration.
- Business Development skill
- Customer Acquisition
- Sales & Marketing
- Channel sales & channel management skill
- Dealer Development skill
- Competitor Analysis

Achievements and Awards

- Got the Azerbaijan Foreign trip for 5days by achieving my target in 2019 in BKT Tires .
- Got the Singapore, Malaysia and Thailand Foreign trip for 5 days by achieving my target in 2018 in BKT Tires.
- Awarded for the Best sales performer in state for achieving sales target in small commercial vehicle Tyres segment of 2014-15 in **J.K TYRE & INDUSTRIES LTD.**
- Awarded for the best presentation in **Lupin Ltd** during Training program at **Lonawala.**

Training Programs

- **Successfully completed the orientation and technical training from BKT Bhiwadi,Rajasthan Plant.**
- Successfully completed Technical Training program from **Birla Tyres Balasor,Orisa Plant.**
- Successfully completed Technical Training program from **Birla Tyres Laksar,Uttarakhand Plant.**
- Successfully completed technical training program(Vehicle geometry) from **Ashok Leyland at Ennore Chennai Plant.**
- Successfully completed the product training program from **Lupin Ltd at Lonawala,Maharashtra.**
- Successfully completed the orientation and training program from **Indiamart Intermesh Ltd at Mumbai,Maharashtra.**

Extra Curricular Activities

- Participated in cultural program of SMS and got award for a best singing.
- Participated in **Talentrama program** organized by the **Birla Tyres in Haridwar plant.**
- Have learnt classical music from Varanasi in Guru shisya parampara.

Computer and Software skills

- Have expertise in MS Office and Internet.

Professional Strengths

- Proficient in devising and executing business strategies, exploring new markets to achieve business excellence.
- A good team player with excellent Client Relationship and Communication skills.
- Dedicated, self-driven, focused and result oriented.
- Acquired sales and marketing skills by way of a more in depth sense of human interaction.

Personal Details

Gender	:	Male
Date of Birth	:	05/01/1984
Marital Status	:	Married
Passport Status	:	Available
Language Known	:	Hindi, English and Bhojpuri
Current Location	:	Varanasi(Uttar Pradesh)
Home Location	:	Varanasi(Uttar Pradesh)
Nationality	:	Indian
Religion	:	Hindu

Signature:-

Amit Kumar Srivastava