

# 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

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### 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.
- Preparation 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

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### BBD UNIVERSITY

*MBA (Marketing & Finance), June 2018*

**Lucknow, U.P.**

### RMLA UNIVERSITY

*B.com, June 2016*

**Faizabad, U.P.**

## ADDITIONAL SKILLS

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

## CERTIFICATIONS

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

## PROJECT TRAINING

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