

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

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

- 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

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

Company name : AMUL (GCMMF) 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

Company name : Pidilite Industries limited	Duration: 3 months 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

## HOBBIES

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

## LANGUAGE

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- English.
- Hindi.

## STRENGTHS

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

## CERTIFICATIONS

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

## PERSONAL DETAILS

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