
Nishant Kumar Mishra

Deputy Manager - Sales

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To achieve excellence in the field of sales, marketing and managerial power through innovative work and accelerated learning process and to work with an organization giving responsibilities and challenges along with opportunities to grow.

EDUCATIONAL QUALIFICATIONS

- 🔗 MBA (Marketing) and secured 72% aggregate From Punjab Technical University (2011-2013)
 - 🔗 B-Tech (I.T) and secured 65% aggregate From Punjab Technical University (2005-2009)
 - 🔗 SSE from P.S.E.B and secured 55% aggregate (2004)
 - 🔗 HSE under I.C.S.E and secured 66% aggregate (2002)
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PROFILE SUMMARY

- 🔗 **A dynamic professional experience of more than 8 years in the field of B2B, Project sales & Network Expansion**
- 🔗 Worked as Manager Business Development in **Ceasefire Industries Limited at Chandigarh** Branch from June 2012 to August 2015.
- 🔗 Worked as Assistant Sales Manager in **Eon InfoTech Limited Mohali** from September. 2015 to December 2017
- 🔗 Worked as Sr. Marketing Engineer cum Team Leader in **Amara Raja Batteries Limited (An Amara Raja Johnson Controls Company) Ludhiana** from January 2018 to Oct 2018.
- 🔗 Worked as Account Manager – Sales in **Wipro Enterprises (P) Limited Ludhiana** from Nov.2018 to Nov 2019.
- 🔗 Working as Deputy Manager in **Godrej & Boyce Mfg. Co. Ltd. Chandigarh** from Nov 2019 to till date.

DETAILS OF PROFESSIONAL EXPERIANCE:

.1 Godrej & Boyce Mfg. Co. Ltd (Nov 2019 to till date)

Designation: - Deputy Manager in Godrej Security Solutions

Roles & Responsibility

- ✓ I am into Institutional Sales and responsible for business developments for **Godrej physical security & electronics premises security products in entire states of Himachal Pradesh, Punjab, Jammu Kashmir and Chandigarh.**
- ✓ Manage the flow of day-to-day operations of entire team members including Authorized Service Providers and create reports to update the Regional Manager on the work progress.
- ✓ Key account management with major institutional buyers which includes business through Govt. Tenders also.
- ✓ Responsible for managing 7 dealers in assigned territory to achieve primary and secondary targets given by the company.

#.2 Wipro Enterprises (P) Limited (Nov 2018 to Nov 2019)

Designation: - Account Manager- Sales

Roles & Responsibility

- ✓ Responsible for distribution and sale **of Wipro Commercial & Institutional lighting products in entire market of Punjab State.**
- ✓ I handled and addressed client concerns.
- ✓ Management and development of the dealer network in assigned territory.
- ✓ Monitoring the members of my sales team.

3. Amara Raja Batteries Limited. (January 2018 to Oct. 2018)

Designation: Sr. Marketing Engineer cum Team Leader

Roles & Responsibility:

- ✓ I was responsible for business development through channel partners in **entire Punjab State for specific range of AMARON Quanta Products.**
- ✓ Techno- Commercial discussion with the customers/dealers & distributors customers.
- ✓ Monitor team performance , Manage the flow of day-to-day operations of entire team members and create reports to update the Branch Manager on the team's progress

#4.EON INFOTECH LIMITED. (Sept. 2015 to Dec. 2017)

Designation: Assistant Sales Manager

Roles & Responsibility:

- ✓ I was into Channel and Corporate sales of Eon products like: Auto Track& Monitoring Systems, Automobile Fuel Sensors, Vehicles speed governor, Physical panic button & Video surveillance in entire market of **Punjab, Chandigarh and Himachal Pradesh.**
- ✓ I was also responsible for overseeing the day-to-day operations of the team, distributing the workload evenly amongst staff and making sure motivation and performance levels are maintained

#5.CEASEFIRE INDUSTRIES LIMITED. (June 2012 to August 2015)

Designation: Manager Business Development

Roles & Responsibility:

- ✓ Direct and corporate sales of ceasefire products in **Chandigarh** region.
- ✓ Obtain a position that will enable use of strong sales skills and abilities to work well with co-workers and clients
- ✓ Following SPANCO model for the sale of products, branding, and submissions of E- Proposal to corporate clients and promotions of new technical products. Online and offline presentation of ceasefire products and its working.
- ✓ Customer Relationship management, Project Management & Analysis, Presentations

ACHIEVEMENTS

- ✓ **Awarded Winner Segment of the year from Wipro** (Highest achievement on sales plan v/s achievement for FY 18-19)
- ✓ Added valuable customer from corporate as well as government sectors to the current company.
- ✓ Boosted sales revenue from existing **Eon** dealers channel by 70% in only 12Months.
- ✓ Consistently awarded Top Sales Representative of the Month for various months from 2016 to 2017 from **Eon InfoTech Ltd.**

INDUSTRIAL TRAINING

- 🔗 Minor Industrial training from SLR InfoTech Pvt. Ltd. in C++ (45 days).
- 🔗 Major industrial training from TCL InfoTech Pvt. Ltd. in Asp.net (180 days)

TECHNICAL SKILLS

- 🔗 Operating System: Windows XP\Windows 7\Windows 8\Window 10
 - 🔗 Computers: MS Office & PowerPoint
 - 🔗 Language (Basic): C++ & PHP
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EXTRA CURRICULAR ACTIVITIES

- 🔗 2nd prize in Badminton during inter school tournament.
- 🔗 Yellow Belt in I.T.F

PERSONAL INFORMATION

Name : Nishant Kumar Mishra
Date of Birth : 1987
Marital Status : Married
Language : Hindi, English, & Punjabi
Hobbies : Reading newspapers and watching discovery channel.