



CURRICULUM VITAE

SHASHANK MISHRA

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OBJECTIVE:

“Seeking a challenging and innovative position in a firm that will maximize the opportunities for me to implement my skill set and knowledge as well as use my capabilities in the best way possible so that I am able to enrich my skills and aid the development of the firm I work with”.

EDUCATIONAL QUALIFICATION:

DEGREE/ EDUCATION	NAME OF INSTITUTION (UNIVERSITY/BOARD)	PERCENTAGE	YEAR OF PASSING
MBA (MARKETING)	OP Jindal University, Raigarh	75%	2023
BBA	Atal Bihari Vajpayee Vishwavidyalaya, Bilaspur	72.50%	2021
H.Sc.	Central Board of Secondary Education	50.2%	2018
S.Sc.	Central Board of Secondary Education	55.1%	2016

OTHER EDUCATIONAL QUALIFICATION:

Diploma In Computer Application

O' Level

ACHIEVEMENTS AND EXTRA CURRICULAR ACTIVITIES:

1. Secured 8th Rank in University Atal Bihari Vajpayee Vishwavidyalaya BBA batch (2018).
2. Volunteered several National Conference and other activities in the college.
3. Represented Management Department in Intercollege Competition.
4. Secured 1st position in Team Event “BEST OUT OF WASTE” at the university level.
5. Participated in National Research seminar cum Symposium in 2019-20
6. Participated in Management model competition “LEVEL OF MANAGEMENT” 2018-19

PROJECT

1. Summer Internship Project-A Study Report on Brand Awareness and Perception of Jindal Panther TMT
2. Final Project- “A Study on Consumer Perception Towards Impact of E-commerce with Reference to FMCG”

INTERESTS:

Interested in Stock Trading & Investment

TECHNICAL SKILL:

Microsoft Excel, Power Point, SAP(SD), Google Sheet, Double Tick API

Experience:

August 2023 - Present

Viva Petrochemical LLP – CHENNAI. (Sales & Marketing Specialist)

- Manage the sales process from lead generation to closing deals.
- Identify and target potential customers to expand the client base.
- Build and maintain strong relationships with new and existing clients.
- Attend industry, trade shows, and networking events to build professional relationships.
- Cold calling to Customer for Materials.
- Market Analysis according prepare Sales Strategies.
- Analyze market to identify opportunities for product promotion and market expansion.
- Maintain accurate records of sales activities, customer interactions, and transaction details.
- Conduct market research to identify potential markets, customer needs, and industry trends.
- Monitor the outstanding payments on regular basis.
- Provide technical support and product recommendations to customers.
- Daily managing Stock & availability of material.
- Coordinate with Logistics & Account's Team.

TRAINING/INTERNSHIP UNDERGONE:

March-June 2023

GARUDA AEROSPACE PVT. Ltd. – CHENNAI. (Project Manager Internship)

- Scheduled and facilitated meetings between project stakeholders to discuss deliverables, schedules and conflicts.
- Coordinate with Marketing Teams and managing the drone pilots.
- Handling the Project Drone Yatra 2.0.
- Approach the Dealers for Dealership and Purchase Order.
- Supported operations management, sales, and marketing efforts to increase revenue and overall financial health.
- Cold calling to Dealers for Demonstration
- Developed and implemented project plans and budgets to ensure successful execution.
- Prepared and submitted project invoices for review and approval.

August – September 2022(45 Days)

NALWA STEEL AND POWER LTD. RAIGARH (Marketing Intern)

- Marketing coordination with sales and logistics department.
- Worked with SAP software (Sales and Distribution)
- Interacted with dealers and customers.
- Making contracts and maintaining sales and purchase order.
- Data analysis with MIS and SAP software.

STRENGTH:

Self-Motivated, Self Confidence, Detail oriented

PERSONAL DETAILS:

Father	:	Mr. Gomti Prasad Mishra
Mother	:	Mrs. Rajkumari Mishra
Address	:	Baikunthpur Bittan villa Raigarh (C.G)
Contact	:	7987706944
Date of Birth	:	01 Feb.2001
Gender	:	Male
Marital Status	:	Unmarried

DECLARATION:

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness for the above-mentioned particular

Place: Chennai

Date:

NAME SIGNATURE

