

SHASHIKANT SHAKYA

PERSONAL DETAIL:

Alternate Address:

Flat No.006, Tower-7,
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Permanent Address:

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Personal Data

Date of Birth :06th
December 1982
Marital Status: Married
Language: English, Hindi

Summary

Seventeen yrs. Of successful sales leadership in startup and territory expansion situations. Consistently achieve by bringing revenues & profits to new heights. Expert is providing technical solution to current customers, strong national account management skills. Practiced in transforming vendor/customer relation to that of a valued business partner. Excellent interpersonal skills, able to build and sustain effective customer relations. Additional area of expertise includes.

- Business Development *Account & Territory Management * National Account * Customer Acquisition Strategies* Technical Expertise * Pricing & Proposal * Market & Competitive Analysis *Contract Negotiation*Depot Management*Team Handling

Education Qualification

- **MBA (Marketing)** from **Faculty of Management Studies**, BHU, Varanasi. (May 2007)
- **B. Tech in Chemical Technology** from HBTI Kanpur (May 2003)

Work Experience

1. Gujarat Alkalies and Chemicals Ltd.- Vadodara, Senior Manager-Marketing (Sept'23 to till date)

Handling Bulk Supply of Caustic Soda Lye, Stable Bleaching Powder & Hydrazine Hydrate

Clients Handling – Vedanta, NALCO, Hindalco etc.

2. Berger Paints India Limited, Area Sales Manager -GI & Powder Division- (UP, Delhi, Haryana & Rajasthan)- (Feb'16 to Sept'23)

Handling Industrial GI & Powder Coating Business such as Epoxy Polyester, Pure Polyester, Pure Epoxy and Polyurethane, Enamel (Q/D, Stoving, TSA etc.), 1K & 2K PU Paints, Antibacterial Paints Etc.

Clients Handling – Daikin, Orient Electric, Usha Appliance, Bajaj Appliances, Hero Moto Corp., Maruti Suzuki Vendor's etc.

3. Pidilite Industries Ltd., Key Accounts Manager-(Punjab, Haryana & H.P.)-Chandigarh (Aug.2012 to Feb. 2016)

Handling Construction Chemical Business such as Epoxy/PU Flooring Product, Polyurethane Foam Roof Insulation, Water Proofing, Sealants, Repair Products, Grouts and Exterior Coating Products

Clients Handling – Thermal Power Plant-Rajpura, HMEL-Bhatinda, L&T Construction, Ranbaxy Pharma, Alembic Pharma, Indian Oil -Panipat, etc .

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4. Berger Paints India Limited, Sr. Tech. Sales Officer- (Punjab & H.P.)- Chandigarh (Oct.2009 to Aug.2012)

Handling Powder Coating Business such as Epoxy Polyester, Pure Polyester, Pure Epoxy and Polyurethane.

Clients Handling – Godrej, Microtek, TVS vendor, Hero Cycle, Punjab Tractor, Crompton Grieve, Bajaj Appliances, HMT Tractor Vendor, Mahindra & Mahindra, Sonalika Tractor etc.

5. Asian Paints Industrial Coating Pvt. Ltd., Sales Executive-(Punjab & HP)-Chandigarh (June 2007 to July 2009)

6. TFF Specialty Chem. Pvt. Ltd., Manager- Technical Support (June 2003 to Feb. 2005).

- ❖ Providing technical support to all the Marketing Executives and customers**Making interaction with production persons so that right information of the market could be delivered to them**Quality control of all the incoming & outgoing products**Depot management

Technical Expertise

Operating Systems

MS Office . Word, Excel, PowerPoint

Diagnostic Ability

- Strong Analytical & Reasoning abilities
- I assess myself as a hardworking, dedicated, sincere & enthusiastic person who can adapt to any environment with ease.

I hereby confirm that all the information given above is true to the best of my knowledge.

Current CTC: 19.7 Lacs/Annum

Notice Period: 2 Months

Location Preference: Delhi

Date: 09.02.2025

(Shashikant Shakya)