

Nitin Kumar Yadav

Plot No. 5, Vimlesh Vihar, Sector-14 Indira Nagar, Lucknow Uttar Pradesh-226016

◆ntnyadav4@gmail.com◆ +91 7905653835, +91 7275740982(W)

OBJECTIVE:

Energetic Sales Manager with 10 months of experience in Marketing and 19 months of experience in Business development and Accounts, seeking a challenging opportunity to utilize my skills, ability and extensive experience in markets, in a manner which can help me grow professionally and personally.

PROFESSIONAL SUMMARY:

- A result oriented professional in Marketing, within short duration only developed reputed clients for my company.
- Good communicator with strong leadership qualities & interpersonal skills.

WORK PROFILE:

Mehta Fincon Services Ltd as Business Development Executive (May 2016-October 2016)

- ❑ Responsible for generating revenue for **Mehta Fincon Services Ltd, Mehta Dreams Realty Pvt Ltd, Mehta Insurance Broker Pvt Ltd, Mehta Holidays Pvt Ltd**
- ❑ Identify key opportunities of achieving the desired goals
- ❑ Monitor competitor channels and identify opportunities
- ❑ Maintaining healthy relationships with existing clients as well as new clients
- ❑ Coordinate with the Sales team for obtaining more clients
- ❑ Responsible for end to end servicing

Handled Agencies like: Mehta Dreams Realty Pvt Ltd, Mehta Insurance Broker Pvt Ltd, Mehta Holidays Pvt Ltd.

SS Securities (November 2016-December2017) (March2020-July2020)

- ❑ Responsible for generating revenue
 - ❑ Collecting cash for the client
 - ❑ Distribution of salaries to the workers
- ### ***Policybazaar.com (July2020-Till Date)***
- ❑ Assisting customer in selling a range of Insurance product over the phone
 - ❑ Understanding the customer requirement and sell product accordingly
 - ❑ Ability to learn and explain product and services to prospective customers

Internships:-

Reliance Digital, Najafgarh, New Delhi

May 2015 to June 2015

Research Project:

- ❑ Analytical Study of Consumer Buying Behavior for Electronics Goods in Reliance Digital Retail Store.

Work Profile - Market research, Retail Marketing and Sales

- ❑ Design a questionnaire to analyze their response in terms of buying decision behavior of consumer of Najafgarh
- ❑ Analyze the responses with the help of Excel, and conduct factor analysis

Education:-

Level	Board/ Degree	University/College/School	Date of Passing	Specialization	Percentage /CGPA
P.G.	PGDM	Balaji Institute of Telecom & Management	2016	Marketing and Finance	65.47
Graduation	B.com	Lucknow University	2014	Commerce	60.4
XII	CBSE	Rani Laxmi Bai Memorial Senior Secondary School	2011	Commerce	57.8
X	CBSE	Rani Laxmi Bai Memorial Senior Secondary School	2009	-	52.4

Achievements:

- Secured 2nd position in Bam presentation held at Sri Balaji Society
- Discipline Coordinator of My Class in 1st Semester
- Successfully completed Certified Professional Computer Accountant (CPCA) from NIFA
- Successfully Completed Course on Computer Concepts (CCC) from NIELIT

Personal Details:-

Father's Name : Mr Subhash Chandra Yadav
Mother's Name : Mrs Rekha Yadav
Marital Status : Unmarried
Interest : Playing Basketball, Playing Cricket, Meeting new people, Travelling
Date of Birth : 09th April, 1995
Language Known : English and Hindi

Declaration:-

I hereby declare that the above particulars are true and correct to the best of my knowledge and belief and in the event of any information being found false or incorrect, my candidature will be liable to be cancelled.

DATE

SIGNATURE OF CANDIDATE