##### CURRICULUM VITAE

**SHAILENDRA MISHRA**

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## CAREER OBJECTIVE

To obtain a challenging position that will allow me to expand upon my education and continue to accumulate knowledge. To work in an environment where analysis, creativity and hard work is the platform for excellence so as to achieve quality performance.

**CURRENT WORK EXPERINCE**.

Company : **Birla Tyre.**

Location : Satna / Kolhapur

Duration : March.2016 to till now.

Designation : Sales Lead.(Marketing).

Responsibility : # Handling TBB/TBR/FARM/LCV . PCR & 2-3 wh. Tyres & Tubes.

 # Expansion of Dealers network.

 # Maintaining a proper network

 between dealer & the company.

# After Sales & Service.

# Generating sales through dealers.

**PERIOR WORK EXPERIONS**

**01-**

Company : **Falcon Tyres Limited (Dunlop)**

Location : Jaipur / Jodhpur (Raj.)

Duration : Nov.2008 to Feb.2016

Designation : Dy. Manager (Marketing)

Responsibility : # 2&3wh, Farm & PCR Tyre section.

 # Expansion of Dealers network.

 # Dealer & Retailers Satisfaction.

 # Maintaining a proper network

 between dealer & the company.

# After Sales & Service.

# Generating sales through dealers.

Achievements : # Consistently achieving the target.

 # Appointed dealers in almost all

 unrepresented areas.

 # Appointed many sub dealers for

 secondary sale.

**02-**

Company : **Lucas Indian Service Ltd.**

Location : Lucknow (U.P.)

Duration : Nov.2007 to Oct.2008. Designation : Sr. Sales Officer

Responsibility : # Generating Sales through Dealers

 # Expansion of Dealers network.

 # Dealer & Retailers Satisfaction.

 # Maintaining a proper network

 Between dealer & the company.

**03-**

Company : **EXIDE Industries Ltd.**

Location : Jaipur, Rajasthan

Duration : June 2005 to Oct.2007

Designation : Sales officer ( Automotive).

Responsibility : # Generating Sales through Dealers

 # Expansion of dealers network

 # Dealer Satisfaction

 # Maintaining a proper network

 between dealer & the company.

**04-**

Company : **Hindustan Facing Industry,**

 **Kolkata**

Location : Singrauli Branch, M.P.

Duration : Nov. 2002 to May.2005

Designation : Sales Representative

(Marketing Division)

Responsibility : # Supplying HEMM equipment

 Spare parts as per tender.

 # Processing File through several

 Departments.

# Maintaining a record of HEMM

 Equipment spare parts.

#### COMPUTER KNOWLEDGE

MS-Word, MS-Excel & Internet etc.

**EDUCATIONAL QUALIFICATION**

1. Master of Arts (M.A.- Economics) from A.P.S. University, Rewa, M.P. [2002]
2. Bachelor of Arts (B.A.) from A.P.S. University, Rewa, M.P. [1999]
3. Senior Secondary (Science-Biology) from M.P. Board, Bhopal [1994]
4. Secondary from M.P. Board, Bhopal [1991]

 5- Industrial Training Institute of Mechanical Trade from M.P.Govt.(1995 to 1997)

PERSONAL DETAILS

Father’s Name **:** Mr. V.P. Mishra

Mother’s Name **:** Mrs. Prabha Mishra

Date of Birth **:** 04th June 1976

Gender **:** Male

Strengths **:** Punctuality, Sincere,

Friendly &. Hardworking.

Hobbies **:** Traveling, Listening to

Music & Cricket.

Languages Known **:** English, & Hindi.

DECLARATION

I hereby declare that all the above details are true to the best of my knowledge & belief.

 **Place- Kolhapur/Satna**

 **CTC** – **5.80**

 **Shailendra Mishra**