Srijit Pratap Shahi

Gh-7 Society

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**Career Objective**

Seeking a position in a Company where my dedication, meeting goals, creativity and the ability to follow through can be utilize for the better growth and profit of the company.

**Work Experience**

**Vision Home Automation (06 June 2017 – 30 November 2018)**

**Designation: Engineer Sales & Services**

Job Role:

* Did phone calls on the provided data and fix the appointment.
* Need to meet with high end client and convince him to buy the home automation material of Panasonic, Legrand,Osum and Wipro.

**Just Dial LTD (10 December 2018 – 21 August 2019)**

**Designation: Senior Sales Executive**

Job Role:

* Did cold calls on shops and convinced them to buy JD Services.
* Managers provided me the appointments and I went to them to close the deals.

**Trade India LTD (November 2019 - October 2020)**

**Designation: Relationship Manager Business Development (Team Leader)**

Job Role:

* Do calling on the provided data and fix the appointment.
* Need to meet with the manufacturer, Distributers and suppliers and convince them for Trade India paid membership.

**Trade India LTD (November 2020 - Present)**

**Designation: Area Manager Business Development (Team Leader)**

Job Role:

* Handling a team of 5-7 sales executives.
* Make strategies to drive sales to meet monthly target of the team.
* Assists customers in finalizing the purchase of the product; processes type of payment.

**Achievement in Sales**

* Boosted region revenue by 30% during the first year of employment.
* Researched and built relationships with 20+ new clients by planning approaches and pitches.
* **Study Chronicle**

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| **EXAMINATION** | **SCHOOL/COLLEGE** | **BOARD/UNIVERSITY** | **YEAR OF PASSING** | **PERCENTAGE** |
| B.TECH  (Electronics& Communications) | ABES IT  Ghaziabad | AKTU | 2017 | 70.40 |
| 12th | Shubhagi Shankar I C  Vidyalaya | UP Board | 2013 | 71.4 |
| 10th | Central Hindu  School | CBSE | 2010 | 76:00 |

**Hobbies**

* Listening to Debates & Speeches.
* Sports – Cricket.
* Travelling.

**Co-Curricular Activities**

* Co-Ordinator in college fest (2015,2016)
* Participated in Debate.

**Declaration:** I hereby declare that all information provided by me is true to the best of my knowledge and belief.

Date:

Place:

Srijit Pratap Shahi