
KARTIKEYA MISHRA

Current Address / Permanent Address

☐ +91-8934942233

224A, Lukerganj

✉ kartikeyamishra091@gmail.com

Prayagraj - 211001

CAREER OBJECTIVE

To be associated with a growth oriented firm where I have the challenging responsibility to prove and take my company to zenith of success.

KEY SKILLS

Business Development, E-Commerce, Operations, Dealer Development, Brand Management, Start-up, Expansion, Incubation, Channel Sales, Key Account Management, Client Relationship Management, Revenue Generation, P&L Management, New Client Acquisition, B2B Sales, Marketing Strategy, Distribution Management.

ACHIEVEMENTS

- Vendor On-Boarding - Retail & Transport - Identifying potential and positive leads and enrolling them as our Active Affiliates who can provide us with sufficient no. of Sales in different categories – Mobile Phones and Accessories, Computers and Peripherals, Apparels, Footwear, and many more on regular basis for the achievement of branch sales target.
- Team Management / Affiliate Management / Vendor Management – Meeting, training and Forums - Meeting with Affiliates / Vendors and training them how to sell products through Paytm Mall – E-Commerce Platform.
- Complete Market Planning, Product Management, Marketing and Brand Building for Tyres to achieve branch sales target.
- Was involved in managing customer relationship in all of the companies successfully.
- Customer Escalation - Focusing on customer escalation on a regular basis.
- Customer Grievances - Ensuring the team to solve Customer Grievances within 24 hours.

Certificate

- Has participated in the event of Financial Literacy organized by E.C.P.T.E.

EMPLOYMENT EXPERIENCE

- **3 YEARS EXPERIENCE IN JK TYRES.**

PROFESSIONAL QUALIFICATION

MBA (Masters of Business Administration)

Functional Areas: Marketing and Human Resource

Abdul Kalam Technical University, Lucknow, U.P.

EDUCATION

Bachelor in Science (B.Sc)

C.S.J.M.U, Kanpur

Intermediate & High School.

U.P. BOARD, Allahabad

PERSONAL DETAILS

Father's name: Mr. Ghanshyam Ji Mishra

Sex: Male

D.O.B.: 27.11.1996

Marital Status: Married

(KARTIKEYA MISHRA)