

Surya Pratap Yadav

Mob:-08874197348 Email ID: - suryamintu@gmail.com

Address: - Near vishwakarma mandir Panagarh, Dist- paschim

Burdwan west Bengal- 713148

Objective

- Seeking a challenging Career which provides ample opportunities to utilize skill and knowledge for the growth of the organization as well as myself.

Professional Qualification

- MBA from ICFAI University in the year 2007-09 Specialization with marketing and finance

Summer Training

- Four months summer training with “**Outlook Publishing India Pvt. Ltd**” office Lucknow since 15 March 2008 Till 05July 2008

Job Profile:

- Cold calling and Tele calling.
- Communicating Information about the Product and services of Publication to Prospective Customers and find out their Requirements.
- Selling Subscription of magazines.
- Taking care of after Sale Services

Work experience

1. I have worked in **Atul paper Pvt. Limited** (Trade Mark of **ODDY STATIONERY**) From 24th sep 2011 to 13th May 2012

Job Profile:

- Responsible for sales of company products in Western U.P. & Uttarakhand.
- Dealing with Dealers, generating orders, solving their problems, to maintain Sales & collection ratio and Increase in dealer network sales growth.
- Submitting weekly reports to the Senior managements regarding the competitor and market facts & figures
- Time to time visit to the potential clients and dealers in the various assigned markets.
- Responsible for Payments Collection
- Coordination with office staff for the work to be done and completed.
- Getting feedback from the customers from time to time.

2. I have worked in **Nuhydro Automation Products As** a **Sales Executive** from 18 June 2012 to 15 Nov 2017.

Job Profile:-

- Offering Cardan shaft product to Rolling Mills, Steel Plants, vibrating screen manufacturing units, Paper Industry, cement Plant
- Responsible for sales of company product in Gujrat, Madhaya pradesh & Rajasthan Region,
- Giving thorough technical and commercial presentation of product and its application.
- Regular Meeting with Plant manager, Purchase Department, Foremen, Engineers and generating inquiries.
- Time to time visit to the potential clients in the various assigned markets.
- Quoting and negotiating on prices with the customers.
- Promoting product through OEM.

Current job:-

I am working in **cardan India (transwelle)** As a **Executive - sales & marketing** from 02 Feb. 2020 at Panagarh west Bengal

Job Profile:-

- Offering Cardan shaft product to Rolling Mills, Steel Plants, vibrating screen manufacturing units, Paper Industry, cement Plant
- Responsible for sales of company product in all over india
- Giving thorough technical and commercial presentation of product and its application.
- Regular Meeting with Plant manager, Purchase Department, Foremen, Engineers and generating inquiries.
- Time to time visit to the potential clients in the various assigned markets.
- Quoting and negotiating on prices with the customers.
- Promoting product through OEM.

Academic Qualification

- Graduation in Humanities stream from university of Allahabad in the year 2006.
- Intermediate in science stream from L.D. college ,Ballia in the year 2002
- High School in science stream from Raj High School, Bettiah in the year 2000.

Strength: - Positive Attitude, Strong will power and Adaptability, Time management.

Hobbies: - Playing chess

Personal Details

Date of Birth: July 22, 1985

Father's Name: Mr. Panchanan Yadav

Marital Status: Married

Address: vill- Ramgarh

Post- Gangapur

Dist-Ballia

State- Utter Pradesh

DECLARATIONS

All the particulars and information are stated above are true of my knowledge and belief.

Place:

Date:

(surya pratap yadav)