

Saumya Srivastava

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Objective

- Seeking a challenging and innovative position in an organisation that will maximize the opportunities for me to implement my skill of delivering exceptional customer service as well as use my capabilities in the best way possible so that I am able to enrich my skills and aid the development of the organisation. Eager to apply my negotiation as well as training and developmental abilities to drive revenue growth and achieve mutual success.

Work Experience

Assistant Professor (Management)

09/2022 -10/2023

BN college of Engineering and Technology (AKTU)

- Delivering lectures, conducting seminars, and overseeing student learning in management-related subjects.
- Guiding students in their academic and professional development, providing career advice.
- Participating in departmental and university committees, contributing to administrative tasks, and attending faculty meetings.
- Engaging in continuous learning, attending conferences, workshops, and seminars to stay updated with trends in management education

Senior Executive Sales

02/2022- 08/2022

InfoEdge India limited

- Sales Strategy Development: Developing and implementing strategic sales plans to achieve company goals and objectives.
- Client Relationship Management: Building and maintaining strong relationships with key clients, understanding their needs, and ensuring their satisfaction.
- Negotiation and Closing Deals: Negotiating contracts and closing sales deals, ensuring terms are favorable for both the client and the company.
- Reporting and Presentation: Preparing regular sales reports and presentations for senior management, providing insights into sales performance and strategies.

- **Training and Development:** Mentoring and training junior sales team members, sharing best practices and helping them improve their sales skills.
- **Customer Feedback and Improvement:** Gathering customer feedback, addressing complaints or concerns promptly, and continuously improving sales processes.
- **Adherence to Policies and Compliance:** Ensuring compliance with company policies, industry regulations, and ethical standards in all sales activities.

HRO

04/2020- 04/21

Wipro HR Services limited

- Connecting with employees of International client of the organisation (Cintas corporation US) Assisting them with there Medical Benefits and 401k.

Financial Advisor

02/2018- 11/2019

Mahendra Financial Services

- Briefing about the financial products of the company. Suggesting the best suited financial product for the
- client.
- Acquisition of clients.
- Maintaining follow ups
- Taking Feedback from the existing clients

Education

Masters of Business Administration

2015-2017

BBD NIIT Lucknow

- Scored 82%
- Dual specialisation in Marketing and Finance

Bachelor of Commerce

2012-2015

Lucknow University

- Scored 67%
- Equipped with a broad understanding of various aspects of business and commerce.
- Developed strong analytical, communication, problem-solving, and critical thinking skills.

Intermediate

2012

RKV Inter college Lucknow

- Scored 71.4%

High school

2010

ST. Thomas College Lucknow

- Scored 69%

Project Details

- PROJECT : 1
- Title : A STUDY ON THE PROMOTIONAL STRATEGIES OF PEPSICO PRODUCTS IN LUCKNOW
- Description : Strategies involved in promoting the products of Pepsico have been studied in this project.
- Duration : 4 weeks.
- PROJECT : 2
- Title : TO STUDY THE PROMOTIONAL STRATEGIES OF A TELECOM COMPANY (Vodafone)
- Description : Studied the strategies adopted for the promotion of their company and the products
- Duration : 4 weeks
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Field of Interest

- Keen interest in market trends, industry developments, and competitive landscape.
- Building and maintaining strong relationships with clients.
- Motivated by the challenge of negotiation and the thrill of closing deals.
- Personal Development.
- Continuous Learning and Development:

Skills

- Ms Word
- Ms Excel
- Tally ERP 9
- CCC

Strength

- Excellent Communication Skills
- Strong Interpersonal Skills
- Proficiency in negotiating terms, Overcoming objections,
- Results-Driven
- Customer Focus
- Adaptability and Resilience
- Problem-Solving Abilities
- Team Player
- Organisational Skills
- Tech-Savvy

Declaration

- I hereby declare that all the information mentioned above are true to my knowledge.
- Date : 03/07/2024
- Place : Lucknow