

SHIVANSHU TYAGI

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SUMMARY

A motivated, adaptable and responsible skilled person seeking a position where I could effectively apply my skills and knowledge I have obtained till now and utilize it productively and accurately.

EXPERIENCE

Sales Representative, 05/2024 - Current

JK Lakshmi Cement Ltd. - Gautam Buddh Nagar (Noida / Gr. Noida)

- I was selling Cement to Builders, Architects, Dealers and Distributor.
- Participated in continuous product development training to maximise sales potential.
- Showcased product features and benefits to drive sales.
- Managed customer relationships through consultative sales techniques to attain individual sales goals.
- Studied competitors to develop innovative selling strategies.
- Grew customer base by acquiring new customers and identifying needs to deliver relevant products.
- Created sales and revenue-generating opportunities in new markets to improve profit margins.

Sales Executive, 01/2022 - 04/2024

NILKAMAL LTD (Bubble Guard Division) - Gautam Buddh Nagar (Noida / Gr. Noida)

- Selling Bubble Guard sheets (Floor Protection Sheet & Wood Protection Sheet) to Builders, Architects, Dealers and Distributor.
- Finding new channels for selling and distribution of product
- Continuously improved self-performance by analysing customer feedback and monitoring service reviews
- Advised clients on market conditions, prices, and mortgages
- Used creativity to produce innovative strategies designed to increase sales and ensure business growth
- Maintained excellent client relationships by providing excellent customer service and proactively solving issues
- Attended meetings with managers to obtain knowledge on products to sell and promotions to push
- Analysed market and competitor metrics, staying updated on changes, developments and threats
- Delivered top-quality customer service by providing professional after-sales support.

INTERESTS

Played District level professional cricket for 5 years. Also went South Africa for played professional cricket in 2017. Also participate in 100 meter race and got 1st position in college.

HOBBY

- Playing Cricket
- Reading Books
- Learning Finance & Crypto Trading

SKILLS

- Channel Sales
- Project Sales
- Retail Sales
- Relationship Building
- Problem solving
- Communication
- Sales and Marketing
- Retail marketing

EDUCATION

MASTER OF BUSINESS ADMINISTRATION
: MARKETING, 2023

HIMALAYAN GARHWAL UNIVERSITY -
Pauri Garhwal, IN-UK

B.A.LLB, 2021

MEWAR LAW INSTITUTE GHAZIABAD

12th, 2016

ISHWAR CHAND INTER COLLEGE

10th, 2014

KARL HUBER SCHOOL

PERSONAL INFORMATION

Date of birth : 08/09/2000

Nationality : INDIAN

Marital status : Married

Gender : Male

- Traveling

