



# Ayush Mishra

## Marketing & Sales Associate

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## About Me

Driven by results, I excelled at SERVO- A unit of Indian Oil Corporation Ltd., enhancing customer loyalty through strong relationships and achieving sales targets at Dalmia Bharat Group. Skilled in Business Development and Teamwork, I thrive in dynamic environments, evidenced by surpassing goals and fostering collaboration.

## Education

**MBA - Marketing & Sales**  
**Amity University, Noida (U.P.)**  
2022 - 2024

**BBA - Marketing**  
**Sharda University, Noida (U.P.)**  
2019 - 2022

**12 th HSC**  
**CBSE BOARD - Commerce**  
2019

## Skills

- Business Development
- Sales Management
- Teamwork & Collaboration
- Customer Need Assessment
- Time Management
- Communication

## Work Experience

Sales Associate JUNE 2024- CURRENT

### **SERVO - Indian Oil Corporation Ltd. | Katni**

- Built and maintained strong relationships with key clients, leading to increased customer loyalty and repeat business.
- Participated in sales training and development programs to enhance knowledge and skills.
- Provided regular updates on sales performance and progress to management.

Sales & Logistics Management MAY - JULY 2023

### **Dalmia Bharat Group | Nagpur**

- Sales and Logistics Management of Dalmia Cement.
- Overlooked the manufacturing process of Dalmia Products in their Manufacturing Plant.
- Generated leads and converted leads into customers.
- Achieved the sales target.
- Analyzed the customer data and summarized the findings in various dashboards.

Internship MAY - JULY 2021

### **HDFC Bank Ltd. | Gorakhpur**

- Supported staff members in their daily tasks, reducing workload burden and allowing for increased focus on higher-priority assignments.
- Gained valuable experience working within a specific industry, applying learned concepts directly into relevant work situations.
- Contributed to a positive team environment by collaborating with fellow interns on group projects and presentations.
- Sorted and organized files, spreadsheets, and reports.

2013 - 2015

## Certifications

- PowerPoint Essential Training by LinkedIn.
- Excel Essential Training by LinkedIn.
- Business Analysis Certification by LinkedIn.
- Management of New products and services by NPTEL.
- Business Analysis Foundations by LinkedIn.