

YOGESH MISHRA

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Objective: Objective to work in an organization which provides opportunities for growth, learning and scope for the implementation of my skills and hence to give my best to the organization. I am looking for a position in Sales/Marketing/Business Development/Corporate Development.

Technical Skill:

- ❖ MS-POWERPOINT
- ❖ MS-WORD
- ❖ MS-EXCEL
- ❖ Basic Knowledge of DIGITAL MARKETING

Professional Synopsis:

Experience-

-1 year 1 month as '**Assistant Manager-Corporate Sales**' in iAugmentor Gurgaon.

Responsibilities:

- ❖ Collecting data of companies through various online portals and LinkedIn.
- ❖ Lead generation through cold calling.
- ❖ Sending mails,quotations to our clients.
- ❖ Maintaining details of our client on Excel.
- ❖ Onfield meeting with company officials.
- ❖ Online promotion of our company through Facebook,twitter,LinkedIn,Email etc.

MBA Internship: (April-May,2017)- 2 months

Eazy Business Solution,Gurgaon as '**Business Development Executive**'.

Responsibilities in Internship:

- ❖ Collecting data of companies through various online portals.
- ❖ Lead generation through cold calling.
- ❖ Sending mails,quotations to our clients.
- ❖ Maintaining details of our client on Excel.
- ❖ Onfield meeting with company officials.
- ❖ Online promotion of our company through Facebook,twitter,LinkedIn,Email etc.

Achievements:

- ❖ Organized "MEGA JOB FAIR 2016" at IBMR, Gurgaon.
- ❖ Organized "CYCLOTHON 2016" at IBMR, GURGAON.
- ❖ Organized "IGNITRONE MANAGEMENT FEST 2016 " at IBMR, Gurgaon.
- ❖ Participated in management fest of IBMR Gurgaon.
- ❖ Participated in AAHAR FOOD EXPO-2017 at Pragati maidan,Delhi.
- ❖ 2nd prize winner at IIT Jodhpur in ROBOTICS-2013.
- ❖ Participated at IIT Roorkee in ROBOWAR.
- ❖ Attend various ROBOTICS workshops,and also attended ETHICAL HACKING workshop.
- ❖ Member of Entrepreneur Cell and Coordinator during E-Week.

Academic Credentials:

Course Name	Board(school)	Year
MBA (Marketing & sales) & PGPM (Industry Specified)	Institute Of Business Management & Research (IBMR),Gurgaon	2016-18
B.TECH (Electronics & Communication)	Vivekananda Institute of Technology,Jaipur	2010-14
Intermediate in Science(10+2)	Saint Soldier Public School,Jaipur (CBSE)	2010
High School (10 th)	Saint Soldier Public School,Jaipur (CBSE)	2008

Other Accolades:

- ❖ Possess good interpersonal, communication skills, leadership skills and confidence.
- ❖ Adroit at learning new concepts and possessing communicating ideas effectively.
- ❖ Fully committed towards providing highest possible standards of service and support.
- ❖ Positive attitude, friendly and interactive with people, zeal to learn.
- ❖ Punctual and disciplined.
- ❖ Ability to convince people, maintain strong relations and excellent skills in People and Time Management.

Hobbies:

- ❖ Meeting New People
- ❖ Travelling
- ❖ Playing Table Tennis.

Declaration:

I, Yogesh Mishra, hereby confirm that all the information above is true.

(Yogesh Mishra)