

Ashish Shrivastava

Focused

Assertive leader

Networker



Thinking

Analysing | Exploring

Ashish is comfortable in dealing with numerical data to understand problems and solve them. Ashish tends to be factual and uses evidence to support their hypothesis.

Ashish prefers following established and proven approaches when dealing with any obstacles. Ashish appreciates the need for authority and rules and can adjust easily to this. Ashish is generally practical and down to earth but at times may benefit from keeping an open mind to new or novel approaches to problems.

Connecting

Networking | Collaborating

Ashish is someone who feels at ease when connecting with new people and generally has a well-developed network.

Ashish displays empathy towards colleagues and finds it important to listen to their points of view. Ashish is likely to involve others in key decisions and plans. Ashish gives credit where it is due and delegates easily when necessary.

Executing

Quality | Result Driven

Ashish tends to be systematic, methodical and organised and delivers within deadlines. Ashish is reliable and disciplined and driven to achieve their goals.

Ashish pays attention to details and enjoys delivering work that is of a high standard.

Progressing

Leadership | Resilience | Adaptability

Ashish enjoys taking the lead in groups and considers other's opinions when taking decisions.

Ashish enjoys being in charge and is lively and talkative in groups. Ashish is comfortable sharing their ideas and tends to be assertive and dominant.

Ashish is focused and drives their team towards desired outcomes.

Ashish is comfortable with working in rapidly changing environments.

Ashish enjoys discovering new cultures and approaches and the learning opportunities these bring.

Ashish may feel demotivated when faced with negative feedback or setbacks.

Role Fit

- Roles with clear goals or timelines, where performance can be easily measured.
- Roles involving leading teams.
- Roles which involve a lot of people interaction.
- Roles within sales or business development.

Organization Fit

- Organisations that are fast paced, results oriented and offer clear career paths linked to your performance.
- Organisations that value developing their leadership talent and provide growth opportunities for their leaders.
- Organisations that promote team work and collaboration across business lines.



Ashish Shrivastava

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Marketing & Sales

Contact

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Skills

Marketing



Sales



Performance management



HR processes



Succession planning



Creative Business Development Person with impressive track record of improving sales and growing company customer base. Innovative program management, strategic planning and team leadership skills. Successful team builder with exceptional communication abilities. Experienced offering proven track record of working with customers to achieve solutions and drive company growth. Skilled in networking with industry professionals to build lead pipeline and increase client base. Energetic business development professional driven to motivate and excite employees to reach optimum performance. Natural leader and complex problem solver. Experienced with product testing, management and development of new business opportunities. Detail-oriented team player with strong organizational skills. Ability to handle multiple projects simultaneously with a high degree of accuracy. To seek and maintain full-time position that offers professional challenges utilizing interpersonal skills, excellent time management and problem-solving skills.

Work History

2023-04 -

2023-07

HR Manager

GS Placements Pvt. Ltd. , Indore

- Maintained company compliance with local, state, and federal laws, in addition to established organizational standards.
- Facilitated onboarding sessions and on-the-job training for new hires, bolstering employee job position knowledge and skillset.
- Monitored and handled employee claims involving performance-based and harassment incidents.
- Maintained payroll and benefits for employees in various locations and diminished financial discrepancies through expert program management.
- Advised executives on best practices for employee growth and productivity goals, consistently helping companies improve retention.
- Led decision-making and implementation of HR policies, procedures, programs and functions.
- Supervised and mentored direct reports and developed talented HR teams.

Talent management

Advanced

Team Building

Advanced

Risk management

Advanced

Recruitment

Advanced

Languages

English

Advanced

Hindi

Advanced

2023-01 -
2023-03

- Guided leaders and employees on company policies, programs, benefits and salary administration.
- Created vision and goals for HR team and motivated staff to achieve excellence in customer support and core HR processes.
- Developed focused training programs, leadership pipeline and succession plans.

Business Development Associate

Byjus India , Indore

- Developed business pipeline using cold and warm techniques.
- Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts.
- Negotiated contracts and closed sales with new and existing clients.
- Communicated with local organizations to build networks and develop leads.
- Developed new opportunities by effectively communicating product lines to leading international corporations.
- Applied core knowledge to effectively communicate sensitive or technical information while adhering to regulatory guidelines.
- Used Salesforce to handle current portfolio and prospective leads.
- Developed knowledge of company products and services to make suggestions according to customer needs.
- Enhanced sales techniques and marketing plans to strengthen business development efforts.
- Engaged with customers to build business relationships.
- Reviewed invoices, payment requests, advance requests, expense reimbursements, and proper coding, prior to approval.

2022-01 -
2022-12

Business Development Manager

Knowledgewoods-Knowlett Learning, Noida

- Established relationships with key decision-makers within customer's organization to promote growth and retention.
- Negotiated and closed long-term agreements with new clients in assigned territory.
- Reached out to potential customers via telephone, email, and in-person inquiries.
- Generated new business with marketing initiatives and strategic plans.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Performed client research and identified opportunities for account growth, account penetration and market expansion.
- Represented company and promoted products at conferences and industry events.
- Monitored market trends and competitor activities to identify areas of potential opportunity.

2021-10 -
2021-12

Marketing Intern

Asian Paints Pvt. Ltd., Indore

- Collaborated with team members to help expand marketing channels.
- Helped with planning and hosting of marketing events.
- Assisted with development of event strategies and tactical plans to promote accomplishment of marketing goals.
- Contributed to mock-ups, email campaigns, and social media content.
- Practiced search engine optimization to maximize efforts in creating brand awareness.
- Measured and reported results of marketing initiatives.
- Sat with marketing team members to learn new tasks and determine best tactics for solving challenges.

Education

2016-01 -
2020-07

Bachelor of Science: Agriculture (Honours)

Dr. A.P.J. Abdul Kalam University - Indore

2020-12 -
2022-06

MBA: Marketing & Finance (Honours)

Medicaps University - Indore

2015-02 -
2016-04

HIGHER SECONDARY (12th): Science

Govt Boys HSS School (M.P.B.S.E. BHOPAL) - Indore

2013-02 -
2014-06

HIGH SCHOOL (10th): Science

Gurukul School, (C.B.S.E. New Delhi) - Indore

**Cricket, Playing Guitar, Musician, Love to explore
the places.**

Love to Follow My Hobbies