



# SWAPNIL SHRIVASTAVA

CLUSTER MANAGER ( Head Of Location )

## PROFILE

An enthusiastic and high energy driven professional targeting challenging assignments as Account manager in Sales and Marketing area, with a high reputed organization in Telecom industry

## CORE COMPETENCIES

Team Handling  
Problem solving skill  
Negotiation skills  
Market Analysis  
Quick learner  
Dedicated towards targets  
Team Management and Planning skills  
Adaptive

## PERSONAL DETAILS

D.O.B.: 11 Jul 1993  
Mobile: +918090835174/8299200933  
E-mail: ss78886@gmail.com  
Nationality: Indian  
Marital Status: Unmarried  
Language: Hindi, English

## CERTIFICATION

Tally  
O Level Certificate  
CCC

## ACADEMIC QUALIFICATION

Highschool (2007)  
Intermediate (PCM, 2009)  
Graduation (Maths, 2012)  
Post Graduation (Hindi, 2016)

## DECLARATION

I, Swapnil Shrivastava, hereby declare that the information provided above is true to the best of my knowledge.

## EMPLOYMENT HISTORY:-

**CLUSTER MANAGER - Sales (Apr21- Present)**  
**BRANCH MANAGER – Sales (Dec21- Mar21)**  
**Ceasefire Industries Pvt. Ltd. | Kanpur | Dec21- Present**

- Worked as Head of Location and Manage a team of 10 front Liners.
- Building relationship with key decision makers
- Achieving sales and revenue targets through team.
- New product penetration in emerging markets.
- Ensuring business targets by Fire Audit Survey, Order booking, Revenues, Collections, New account identification, Account retention.
- Handling end to end Fire Safety Product and connectivity needs of Emerging Business accounts.

**Account Manager (Bharti Airtel Ltd)**

**V5 Services Private Limited Payroll | Kanpur | Jan20 - Dec21**

- Worked as Account Manager in Business to Business Division(B2B).
- Building relationship with key decision makers in Corporate division.
- Achieving sales and revenue targets.
- New product penetration in emerging markets.
- Ensuring business targets by Order booking, Revenues, Collections, New account identification, Account retention, No churns.
- Handling end to end telecom and connectivity needs of Emerging Business accounts.

**Assistant Manager**

**Maxipay | Lucknow | July16 - Dec19**

- Worked as assistant manager in B2B division.
- Building relationship with personal and emerging business clients.
- Demonstrating and presenting products.
- Establishing new business.
- Maintaining distribution.
- Attending sales training and meetings.
- Supervising promotional activities.

**System Designation Officer**

**S.R. Enterprises | Lucknow | Sep2014 - Jun16**

- Working as System designation officer and manage distribution of working location.
- supervising promotional activities.
- Manage employees working and salary disbursement.
- Manage Office work and collect different reports from teams.

**Project Manager**

**CAG | Uttar Pradesh | Apr13 - Jun14**

- Managing teams of 5 people in 5 different cities
- collecting survey report from field teams
- Motivate and guide office and ground teams.
- Maintaining distribution.
- Attending sales training and meetings.

