

# **RESUME**

## **DURGESH KUMAR SHUKLA**

A/504, Harishchandra Apt., Sai Shrushti  
Recidency , Diva shil road , opp. B.I.  
School , Khardi , Diva , Thane - 400612,  
Maharashtra

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### **Objective:**

Seeking a position in an Organization where I can contribute to the overall goal and growth of the Organization with my knowledge & skills.

### **Strengths:**

- ↳ Good Aptitude for quick learning.
- ↳ Capacity to work under pressure & Self Confidence.
- ↳ Excellent Co-ordination with team members and good motivational skills

### **Professional Experience:**

1. **Organization** : **HDFC Life Insurance(Mumbai)**  
**Profile** : **Sales Executive**  
Duration : From Jan 2007 To Jun 2007
2. **Organization** : **Hindustan Unilever pure it (Mumbai)**  
**Profile** : **Sr. Sales Executive**  
Duration : Feb 2009 to July 2010
3. **Organization** : **Fortpoint Automotive pvt ltd (Mumbai)**  
**(A) Profile** : **Sr. Sales Executive**  
job description : Taking booking of new bike, handling counter customer, data entry, following old customer, bike delivery & DMS entry.  
Duration : Aug 2010 to March 2012  
**(B) Profile** : **Network Incharge**  
job description : Manage Co- Dealers , SSP , ARD & Brokers Sales  
Duration : Apr 2012 to March 2014  
**(C) Profile** : **Corporate & Event Manager**  
job description : Manage Events in Cricket Match, Football Match , Hockey & College Events , Corporate Events & Manage Corporate Sales  
Duration : Apr 2014 to Sep 2015  
**(D) Profile** : **Branch Sales Manager**  
job description : Manage Sales & Service Staff , Manage Stock & Purchas/ Sale Etc.  
Duration : Oct 2015 to Nov 2016

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|---|---------------------|---|---|
| 4 | <b>Organization</b> | : | <b>Hero Kurla Automotive Service (Mumbai)</b>   |
|   | <b>Profile</b>      | : | <b>Branch Sales Manager</b>   |
|   | job description     | : | Manage Sales & Service Staff , Manage Stock & Purchas/ Sale Etc.  |
|   | Duration            | : | Dec 2016 to Dec 2017  |
| 5 | <b>Organization</b> | : | <b>DNY ENTERPRISES &amp; DNSG PRODUCTION (Varanasi )</b>  |
|   | <b>Profile</b>      | : | <b>Self Service</b>   |
|   | job description     | : | Led Light Manufacturing & Manpower Consultancy  |
|   | Duration            | : | March 2018 to Nov. 2023   |
| 6 | <b>Organization</b> | : | <b>HERO AUTOLIK ( MUMBAI )</b>  |
|   | <b>Profile</b>      | : | <b>Sales Manager</b>  |
|   | job description     | : | Manage Sales & Service Staff , Manage Stock & Purchas/ Sale Etc.  |
|   | Duration            | : | Dec 2023 to March. 2024   |
| 6 | <b>Organization</b> | : | <b>SHARP MOTORS ( HERO MOTOCORP AUTHORISED DEALER)</b>  |
|   | <b>Profile</b>      | : | <b>Sales Manager</b>  |
|   | job description     | : | Handling customer objectives, Handling DMS RETAIL, Managing showroom and work, Making new plans to expand business, Managing purchase and sale stock of products for showroomEtc. |
|   | Duration            | : | 1 <sup>ST</sup> Apl. 2024 to 11 <sup>th</sup> Apl. 2025.  |

### Responsibilities:

- ☞ Customer handling on the Sales counter for the right vehicle.
- ☞ Handling the customer for their Vehicle which has been purchased.
- ☞ Follow up the file from the date when it is been purchase & till the date when it is been delivered to the customer.
- ☞ Making the entire Mis of the customer which is been handled from my end.
- ☞ Punching & Keeping records of the DMS/SAP entry.

**Academic Qualification:**

- ↳ BA from CSJMU Kanpur university (U.P). in 2014  
 ↳ Basic Knowledge of computer, Microsoft Office (Word, Excel & power Point)  
 English Typing 25 w.p.m

**Personal Details:**

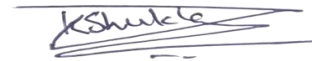
Name : Durgesh Kumar Shukla  
Date of Birth : 04<sup>th</sup>Dec, 1988.  
Gender : Male  
Marital Status : Married.  
Passport No : Z5842933  
Passport Expiry Date : 15/12/2029  
Nationality : Indian.  
Religion : Hindu.  
Languages Known : Hindi, Bhojpuri ,Marathi and English,

**Extra Curricular Activities** : Playing cricket & Making Friends.

I hereby certify that all the above information is true and correct to the best of my knowledge and belief.

Place: Nalasopara

Yours Faithfully,



(DURGESH KUMAR SHUKLA)