



DIVYANSH SRIVASTAVA

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OBJECTIVE

Results-driven and customer-focused sales professional with over Nine Years of experience in the automotive, telecom, electronics, and EV sectors. Proven expertise in territory management, retail operations, customer relations, and team leadership. Seeking a challenging position where I can leverage my cross-industry knowledge to drive growth, enhance customer satisfaction, and lead high-performing teams in a dynamic sales environment.

EDUCATION

Bachelor of arts

2014

Dr. Ram Manohar Lohia Avadh University

Intermediate

2010

U P Board

Highy School

2008

U P Board

SKILLS

Sales

Team Building

Self Discipline

Decision Making

EXPERIENCE

Territory Sales Lead

2025 - Till date

Blackbuck Pvt Ltd

- As a Territory Sales Lead managing a team of high performing sales associates.
- Leading the complete cycle of new customer acquisition onboarding, and service delivery.
- Led end-to-end sales of FASTag and GPS tracking solutions across the assigned territory
- Managed team of field executives and support agents to ensure smooth sales and service operations.

Territory Sales Executive

2023 - 2025

Samsung Electronics India Pvt. Ltd.

- Managed and expanded Samsung mobile sales across assigned territory, achieving monthly and quarterly sales targets consistently.
- Engaged directly with walk-in customers in retail outlets, providing detailed product demonstrations and converting inquiries into sales.
- Trained retail staff on product features, selling points, and upselling techniques.
- Monitored competitor activity, pricing strategies, and market trends to suggest localized strategies.

Store manager

2021 - 2023

Ola Electric Pvt. Ltd.

- Managed day-to-day operations of the Ola Electric Experience Center, ensuring smooth sales, service, and delivery workflows.
- Led and trained a team of sales advisors, delivery coordinators, and service support staff to meet monthly performance goals.
- Achieved showroom sales targets consistently, contributing to regional EV adoption growth.
- Collaborated with marketing and city operations teams for local promotions, ride camps, and lead generation events.

●Sales Team Lead

2017 - 2021

J S V Hyundai Motors Pvt. Ltd.

- Lead, motivate, and guide the sales team to meet and exceed sales targets.
- Personally handle high-value customers or complex deals.
- Track sales performance, conversions, and lead management.
- Provide feedback on customer preferences, market trends, and competitor activity.

●Relationship Manager

- Built strong relationships with new and existing customers to understand their vehicle needs.
- Conducted showroom tours, product presentations, and arranged test drives.
- Provided detailed information on vehicle features, pricing, and financing options.
- Followed up with leads and prospects to close deals and exceed monthly targets.

Customer Relations Officer

2015 - 2017

Aegis Telecom Pvt. Ltd.

- Handled customer inquiries and service requests for broadcast and telecom services, ensuring a high level of customer satisfaction.
- Maintained accurate records of customer interactions, complaints, and feedback using CRM software.
- Managed high call volumes during peak times while maintaining professionalism and service quality.