

# SHRAVAN YADUWANSHI

Sales & Marketing Professional

Proactive manager with demonstrated leadership abilities, strategic planning expertise and problem-solving acumen. Assists senior managers with accomplishing demanding targets by encouraging staff and coordinating resources. Methodical and well-organized in optimizing coverage to meet operational demands.

## Contact

### Address

House No. 210, Shri Ram Coloni,  
Hoshangabad Road, Bhopal-462026

### Mobile No

9039435170

[veeryaduwanshi@gmail.com](mailto:veeryaduwanshi@gmail.com)

## Skills

- excellent communications Skill
- Budget and AOP planning
- Business planning
- Sales growth, Goals and performance
- Business Development
- Employee performance evaluations
- Sales team supervision & Territory Management
- Team building and development
- Strategic planning with new account development
- Brand-building activities

## Languages known

Hindi, English

## Education summary

BCA: Computer Science  
Makhan Lal University

12Th MP Board-Bhopal

10Th MP Board-Bhopal

IBPS-BANK PO

## Work History

01-10-2022  
Present

### Deputy Manager

Kirloskar Brothers Limited, Indore

- Developed loyal and highly satisfied Potential Distributor & Dealer base through proactive management of sales team, customer service and strategies.
- Strengthened merchandising and promotional strategies to drive customer engagement and boost sales
- Established objectives to offer team members clear roadmap to help company achieve overall goals.
- Developed strategy to increase sales and drive profits.

01-04-2021  
to  
30-09-2022

### Assistant Manager

Kirloskar Brothers Limited, Bhopal

- Mentored team members to enhance professional development and accountability in workplace.
- Offered hands-on assistance to customers, assessing needs and maintaining current knowledge of consumer preferences.
- Completed regular inventory counts to verify stock levels, address discrepancies and forecast future needs.
- Reviewed sales and gross profit report to assess company efficiency.
- Conducted weekly staff meetings to motivate staff members, address concerns and questions, plan improvements and evaluate progress toward goals.
- Increased employee performance and job satisfaction to strengthen retention and engagement.
- Compiled financial data to comply with budget.
- Generated repeat business through exceptional customer service and responded to customer concerns with friendly and knowledgeable service.

01-04-2017  
To  
31-03-2021

### Business Manager

Kirloskar Brothers Limited, Bhopal

- Created, managed and executed business plan and communicated company vision and objectives to motivate teams.
- Brought in new business connections and revenue generation opportunities by improving networking strategies.
- Executed business plans to further strengthen and

## Accomplishments

PHED Bhopal,  
supplying

PM-JJM,  
Ensure Order.

- maximize territory sales and profits.
- Provided feedback on effectiveness of strategies, selling programs and initiatives and identified areas requiring improvement.
- Identified market product demands and customer trends to bring in new customers and retain existing ones for sustainable profits.

## Personal Details

Father's Name: Shri Sabbar singh Yaduwanshi

Mother's Name: Smt. Rekha Yaduwanshi

Date of Birth: 01/07/1988

Marital Status: Married

Children: 2

01-09-2015

To

31-03-2017

### Executive

Kirloskar Brothers Limited, Bhopal

- Conducted business forecasts to identify recent developments.
- Identified opportunities to expand or shift course to take advantage of changes in market.
- Developed sales strategies to achieve short and long-term sales revenue objectives.
- Conducted regular meetings with retail networks and influencers to discuss issues, concerns and updates.
- Ensure reach to every potential markets.

15-12-2013

To

31-08-2015

### TSO(Trainee Sales Officer)

Kirloskar Brothers Limited, Bhopal

- Demonstrated products to customers, answered questions and redirected objectives to positive features.
- Qualified incoming team marketing and sales leads to assist with prospecting new contacts.
- Helped sales professionals maintain customer relationships by making follow up calls to recent buyers.

01-07-2012

To

30-11-2013

### Customer Representative

Aegis Ltd. Bhopal

- Answered over 100+ calls per shift to meet fast-paced call center demands.
- Attended telephone skills and program information training sessions to boost aptitude
- Achieved high satisfaction rating through proactive one-call resolutions of customer issues.
- Adhered to company policies and scripts to consistently achieve call-time and quality standards.
- Count discrepancies and concerns.
- Educated customers on current promotions, upgrades or new offerings available under current plan

Shravan Yaduwanshi

Date.....

Place.....