

## **AVNISH KUMAR SHUKLA**

Harikara ka Pura Shakerdaha Kunda  
Pratapgarh Pin Code 230201 (U.P.East)

**Contact:** +91 7355627320,

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**EXPERTISE:** Sales Leadership – Project, Product, and Team Management –Regional, Sales and Marketing.

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### **STRENGTHS:**

- Maximizing revenue and profit in a predictable and repeatable fashion.
  - **Training and developing** sales professionals communicating the science of the art of selling.
  - Creating and implementing sales and marketing strategies of existing and new products.
  - Contributing sales expertise to product development, corporate planning, and cross-functional initiatives.
  - Driving highly effective sales organizations communicating version, methodology, and goals.
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### **PROFESSIONAL EXPERIENCE: - 03+ Years**

#### **Visionindia Software Export Limited**

Plot No. 55S/Bo..1/10-16 Amachi Colony  
Lane Bavdhan Khurd , Pune 411021

**Working as a Regional Manager-**

SINCE 01 Sep. 2022 to till date .

#### **My Role & Responsibilities:-**

- **Meeting with Banking Officer, & Service CSP for Coordination & Support to Allahabad, Prayagraj Division.**
- **Rollout of CSP with Banking Village to FI Village.**
- **Configuring and Managing Kiosk Banking Application of TCS of INDIAN BANK,BOB & BUPGB**
- **Working on Service Shoppee Project Sales & Integration The Service Of , Kiosk & Banking).**
- **Meeting & Coordination with Banking Officers At Branch , Region, Zonal & Local Head Office.**
- **Meeting, Coordination & Training with FI (CSP,) & District Manager.**
- **Installation of Operating Systems and Software.**
- **Troubleshooting & Managing all the software related problem**

#### **Save Solution Pvt Ltd .**

3<sup>rd</sup> Floor, Apex tower, AP Colony ,Gaya-823001, Bihar

**Current Working as a District Manager**

-SINCE 01 June 2020 to 1 July 2021

#### **My Role & Responsibilities:-**

- **Focus on Sales of Channel Partner & Service Shoppe Baquet**
- **Meeting with Banking Officer, & Service SDP/CSP for Coordination & Support to Allahabad, Banda Division.**

- **Rollout of SDP with Banking Village to FI Village.**
- **Configuring and Managing Kiosk Banking Application of TCS of SBI,BOB,BUPGB & BOI.**
- **Working on Service Shoppee Project Sales & Integration The Service Of Pancard,E-Ticketing, NPS Lite, Insurence, Kiosk & Banking).**
- **Meeting & Coordination with Banking Officers At Branch , Region, Zonal &Local Head Office.**
- **Meeting, Coordination & Training with FI SDP (CSP),District Level Vander(Channel Partner) & District Manager.**
- **Installation of Operating Systems and Software.**
- **Troubleshooting & Managing all the software related problem**

### **Responsibilities:**

- Manage sales team (currently 4-8 sales professionals) to consistently high performance levels. Create and Nurture a well-balanced, diverse, focused team through motivation, leadership, training, and establishment of sales process as the foundation of business success.
- Research and prospect for potential new clients
- Present to and consult with senior level management on business trends with a view to developing new services, products, and distribution channels
- Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales
- Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators
- Prepare written concept notes and proposals for Business Development campaigns with clients and prospects and ensure they move through to completion.
- Apply your organization skills by using our sales database and marketing automation tools to manage your pipeline and maintain accurate information about suspects, prospects, and their companies
- Initiate and manage communications, coordination and integration with other Advisory Services professionals as they explore new business opportunities and move them through the Business Development process
- Provide strategic and tactical insights and execute digital campaigns including strategy/program development, execution, measurement, and analysis
- Plan weekly/Monthly plan for site enhancement initiatives like content, creative and branding
- Provide key strategic direction to Innovation team for new program development, including consumer insights, developing positioning and naming
- Rollout New RO & Distributer Promote him for Saral Rozgar in Allahabad, Pratapgarh ,Fathepur, Kaushambi, Sultanpur, Juanpur, Banda & Chitrakoot, Varansi, Gorakhpur Gajipur Azamgarh, .

## Educational Qualifications-

Degree / Education	University / Board	Result	Period
Secondary School	G I.C. Inter College Allahabad/U.P. Board	1st Division	2018
B.S.C (PCM)	Allahabad State University Allahabad	2st Division	2021
(ADCA, CCC) Indian Institute of Banking &Finance	IIBF Pragya IIT Allahabad	1st Division	2021

## PERSONAL DOSSIER

**Date of Birth :** 10th March 2001;

**Languages Known :** English, Hindi;

**Marital Status :** Married

**References :** Available on request

**Date :** 25<sup>th</sup> June.'2024

**Place :** Allahabad

**AVNISH KUMAR SHUKLA**

**Note:-** I have declared that the information furnished above is true to the best of my knowledge and; belief I have relevant records to prove the same. I hope the above are suitable for your organization.

