

CONTACT



 **ABHAY SHRIVASTAVA**

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OBJECTIVE

To secure a challenging position in a reputable organization to expand my learnings, knowledge, and skills. Secure a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the company.

PERSONAL PROFILE

Father's Name :- Mr. Sanjay Shrivastava

Nationality :- Indian

Religion :- Hindu

Marital Status :- Single

EXPERIENCE

2013 - 2015

Clone Infrahousing

Sales and Marketing Professional(Operations)

Office Management

H.R Responsibility.

Executive Assistant to MD.

2016 - 2016

Micromax Service Centre & Hi-Tech Institution

Assistant Service Manager(Paid Internship)

Branch Operations & Inventory Management

2016 - 2017

Shivam Automotives Pvt. Ltd. (Dsk-Hyosung & United Motors)

Team Leader (Sales & Marketing)

Looking after the Premium Range of South Korean as well as American (Sports & Cruisers) Motorcycles. Maintaining best relationships with clients as well as responsible for presales and postsales, looking after the finance department as well as the dealership management of two dealerships. Direct Reporting to MD of the Dealership as well as the Company Officials.

2017 - 2019

Nexa - Maruti Suzuki

Senior Relationship Manager

Looking after the Premium Range of Nexa Cars and products and SRM in the dealership of Nexa works as the whole responsible employee of the selling and non selling product he/she looks after the presales, post sales, finance, client relationship after sales as well as the RTO responsibilities. Work according to the premium hospitality environment. And also manages the team of employees.

Direct reporting to the General Manager.

2019 - 2021

The PL Palace

Senior Sales & Marketing Executive

Make list of potential clients and conduct surveys to identify customers actively seeking a hotel.

Contact customers via calls or arrange meetings to discover their needs and requirements.

Prepare and present sales proposal to potential clients, highlighting the best features and qualities of the hotel.

Provides customers with a list of available services and their accompanying prices and offer discounts when necessary.

Assist clients in selecting the most appropriate service that best meet their specifications and needs.

Collaborate with other hotel staff to ensure clients have a good time.

Monitor the customer service quality of the hotel to ensure customers are tended to appropriately

Conduct Price negotiations with customers on behalf of the hotel management to reach a favourable bargain for both parties.

2021 - Till
Present

Hotel Dell Inn

General Manager

Recruiting, training and supervising staff. managing budgets. maintaining statistical and financial records. planning maintenance work, events and room bookings.

handling customer complaints and queries. promoting and marketing the business.

ensuring compliance with health and safety legislation and licensing laws.

EDUCATION

Sumeet Rahul Goel Memorial Senior Secondary School

High School

Sumeet Rahul Goel Memorial Senior Secondary School

Intermediate

Dr. Bhimrao Ambedkar University, Agra

Agra College

SKILLS

Good with Computers, well versed with M. S. Office, Good with Internet, Dealership Management, Branch Management, Sales and Marketing Professional as well as Excellent with Hotel Industry.

ACHIEVEMENTS & AWARDS

Civil Organisation To Help Society Appointed as A Sector Warden in Agra with Civil Defence (Ministry of Home Affairs)

INTEREST

Internet Surfing

Social Media

Reading & Writing

Bikes Rides

Working For Social Causes