Curriculum Vitae



Lokesh Kishor Shiv

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**Course :** Master of Management Studies (University of Mumbai)

**Specialization :** Marketing

**Career Objective:**

An enterprising and enthusiastic management graduate who has developed a good soft skills with dynamic management skills through work experience and academics. Able to work in a challenging environment and delivering results through encouraging People. Interested in Public speaking and intrigued about ways of mixing the business with arts.

**Academic Qualification:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Degree** | **School / College** | **Board / University** | **Year of Passing** | **Percentage** |
| MMS  (Marketing) | Sasmira’s Institute Of Management | Mumbai University | 2014 | 65 % |
| BMS | S.M Shetty College | Mumbai University | 2011 | 61.06% |
| HSC | Chandrabhan Sharma College | Mumbai University | 2008 | 78.17% |
| SSC | Holy Writ International School | Maharashtra board | 2005 | 61.86% |

**Summer Internship:**

|  |  |
| --- | --- |
| **Project Name** | Organizational buying behavior for Corporate Gifting |
| **Company Name** | **Oxygen Media Services(2nd May 2013 to 2nd July 2013)** |
| **Project Details** | * Collecting database for Corporate generating new leads * Fixing appointment with them * Closing the deal for Corporate Gifting with Corporate * Client Servicing. |

**Experience:**

**January 2023 till date :**

A highly motivated and experienced Stock Market and Currency Market Trader with a proven track record in the Financial Services Industry. Skilled in risk Management, Market Anaylysis and new trading strategies to maximize returns and minimize losses in Global Markets

**Job Profile :**

**Worked in Divine Power Group of Companies as Business Head :**

**Tenure : January 2021 to December 2022 :**

1. Promoting and developing the company’s brand.
2. Finding new business opportunities.
3. Building a good relationship with clients, suppliers, and stakeholders.
4. Creating business plans and strategies to improve the overall business sales.
5. Analyzing and gathering data and information about the market.
6. Developing new business partners.

**Overseas Experience Country Dubai :**

Understanding International Dubai Market for Business Expansion and Growth

getting business done from handling clients and acquiring new clients for currency markets

Team handling getting business done from my 2 Business Associates

**Worked in Sai Estate Consultants as a Sales Executive**

**Tenure: July 2017 to April 2018**

**Job profile:**

Handling various Projects on site namely:

Matunga (West) / Goregaon (East) / Kandivali (West) / Vikhroli (West) / Chembur

* Handling sales process with the smooth flow calling the clients on site conduct their site visit with full knowledge of project and closing the deal
* Generating sales revenue for the company by selling the flats
* Convincing clients from start to end – Calling privilege clients on site giving them in depth knowledge of Project and closing the deal

**Handled my own Wellness Centre in Kanjurmarg (West)**

**Brand Name: Active Life Wellness Centre**

**Tenure – March 2016 to June 2017**

**Work done:**

1. Clients expectation to be met by achieving their overall Body Mass Index
2. Giving them personalized Weight Loss / Gain Diets
3. Maintain each and every clients daily nutrition need as per their own body requirement
4. Conducting Health Seminars – make people aware about what does their body require on daily basis be healthy , Fit and Active
5. Achieved Weight Loss / Gain results of 200 + Clients Successfully

**Worked in Rocketbox Company – Leucon Tachnology Pvt Ltd as a Senior Marketing Executive**

**Tenure: March 2015 to February 2016**

**Job Profile:**

New Client Execution:Cracked deal with **Alix retail pvt Ltd (Fab Furnish)**

Daily Co-Ordination with the Warehouse Manager,Sending Daily Reports of Whereabouts of Deliveries,MaintainingDaily Records of Deliverables and Un- Deliverables,

Handling day to day activities and Issues.

* Managing Sales and marketing operations by ensuring set business targets
* Work for new business development
* GPS Tracking of vehicle – Maintaining records up to date
* Maintaining back hand data operations updation of Data on daily basis
* Client retention and customer service: Increasing satisfaction level of client by efficient solution and degree of excellence

**Hyderabad and Bangalore City Launch:**

Timely completion of project fulfilling contract of Delhivery company located in Rasoolpura, Begumpet area in Hyderabad –

* Meeting fleet requirement with a challenging rate in the market.
* Managing fleet day to day basis and maintain records of their deliverables and UN – deliverables.
* Market Survey and analysis – Deciding the rates to be given to Tempo Owners

**Additional Qualification:**

1. Personality Development Course from Gautam Gary’s School of Personality Development.
2. MSCIT (Maharashtra State Certificate in Information Technology)

**Achievements /Co-curricular Activities:**

1. Successfully completed “**Youth Empowerment Skills Workshop” with ‘ART OF LIVING’**Family.
2. M.D (Managing Director) of our firm **United Pulse**(High Performance Leadership).
3. Stood First all over Powai area colleges in **H.S.C Scoring 78.17%** in the year of 2008.
4. Stood Second in **Hammer Throw Event** Conducted by “THE MUMBAI SUBURBAN DISTRICT ATHLETIC ASSOCIATION”.

**Personal Strengths:**

* Good Team player.
* Leadership Qualities.
* Good Communication Skills.
* Always ready to take initiative.

**Skills:**

* Sales Management.
* Deal Closing Skills.
* Sales – New business development
* Business Communication and Negotiation Skills
* Team Building, Team Player
* International Business Expansion
* Marketing, Sales and Customer Service After Sales Service

**Personal Detail:**

Date of Birth : 19th Sep 1989

Contact Number : 7021128208

E - Mail ID : [lokeshorganic@gmail.com](mailto:lokeshorganic@gmail.com)

Passport No. : J1657816 (Valid Up To 30th June 2033

Languages Known : English, Hindi, Marathi and Sindhi

Key Strengths : Team leader, Strong will power, Orderliness,

Politeness, Proper Planning& its execution

**Other Interests:**

* Swimming
* Travelling
* Volleyball
* Reading Self Help Motivation Books

I hereby declare that the information given herewith is correct & true to best of my knowledge, & in future any discrepancy observed, undersigned shall be whole sole responsible.

**Date:**

**Place:**

( Lokesh Kishor Shiv )