

RESUME

Shreyansh Shekhar Shashi
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Objective :-

I am looking forward to associate myself with an organization that provides an environment to share, contribute and upgrade my knowledge for development of self & organization.

Professional Qualification :-

- **Master in Business Administration (MBA)** from MIT {Pune University} in MARKETING
- 3 years diploma in **Hotel Management Catering And Applied Nutrition**

Educational Qualification :-

2005-2008 **Bachelor In Tourism Studies**
IGNOU- 56.39%

2001-2003 **Intermediate**
Gaya College, Gaya- 64.67%

**2000-2001 Secondary School
Gyan Bharti, Gaya- 78.40%**

Work Experience

Dec2024 –Till Now **T I Medical (Lotus Surgical)** Patna

Designation: District Manager

Responsibilities:

- Service provider for Lotus surgical products
- To ensure smooth purchase and supply of products at various Hospitals
- Ensuring proper purchase and maintaining proper stock for smooth supply at dealers and sub dealers level
- Conducting proper inventory at regular basis
- Keeping proper track of products sold from dealer to hospitals

April 2023 – Dec 2024 **Advanced MedTech Solutions** Patna

Designation: Area Sales Manager

Responsibilities:

- Service provider for AMS products in Bihar.
- Handling a team of 5 TSM
- Giving proper training to all the TSM
- To ensure smooth purchase and supply of products at various Hospitals
- Ensuring proper purchase and maintaining proper stock for smooth supply at dealers and sub dealers level

- Conducting proper inventory at regular basis
- Keeping proper track of products sold from dealer to hospitals

Nov2020 –March2023 **Advanced MedTech Solutions** Patna

Designation: District Manager

Responsibilities:

- Service provider for AMS products in Bihar.
- Handling a team of 3 TSM
- To ensure smooth purchase and supply of products at various Hospitals
- Ensuring proper purchase and maintaining proper stock for smooth supply at dealers and sub dealers level
- Conducting proper inventory at regular basis
- Keeping proper track of products sold from dealer to hospitals

Jan2020 – Oct2020 **Nestiva Healthcare Pvt Ltd** Patna

Designation: Marketing Manger

Responsibilities:

- Handling a team of 6 marketing executive
- Covering entire Bihar region for the hospital
- Generating sales and achieving target set by the Nestiva group of hospital
- Responsible for the referral sales generation from Doctors and medical staff.
- Giving proper training to the executives.

Jan2019 – Dec2019 **Mother & Baby Care INC** Patna

Designation: TSM

Responsibilities:

- Handling sales of Diapers in Bihar
- Covering entire Bihar region for Liberty hospital
- Generating sales and achieving target set by Mother and Baby Care
- Responsible for sales from various hospital at patna.
- Conducting various dealer's meet.

Apr2014 –Dec2018 **Meril Endo Surgery Pvt Ltd** Patna

Designation:Sr Territory Manager

Responsibilities:

- Service provider for Meril Endo Surgery products in three towns of Bihar (Patna, Gaya, Sasaram,Dehri on Sone)
- To ensure smooth purchase and supply of products at various Hospitals
- Ensuring proper purchase and maintaining proper stock for smooth supply at dealers and sub dealers level
- Conducting proper inventory at regular basis
- Keeping proper track of products sold from dealer to hospitals

Jan2013 –Mar 2014 **Medi Transcare Pvt Ltd** Patna
(Service Provide To **Johnsan & Johnsan**)

Designation: Product Specialist

Responsibilities:

- Service provider for Ethicon devision of johsan & johnsan Hospital Supplies in four towns of Bihar (Patna, Gaya, Sasaram ,Mohania)
- To ensure maximum business of Johnsan & Johnsan's Sutures And meshes
- Regularly meeting stockiest, dealers, sub-dealers and retailers and ensuring regular supplies of sutures and mesh
- Doing doctors call and updating surgeons of new development in the product
- Doing nurses forum,padyatra and other promotional activity for our product every month

June2011 –Dec2012 **ICICI Prudential Lic Ltd** Mumbai

Designation: AFSM (Banca -Assets)

Responsibilities:

- To handle banca relation with a particular ICICI housing loan processing unit.
- To make sure that maximum file of home loan get attached with "Home Assure"
- To maintain good rapport with the branch staff And to train them
- To sell insurance product to the prospect
- To assist in the sale of home loans.

June2010 –May2011 **Max New York Life Insurance Co Ltd** Mumbai

Designation: Relationship Associate (Banca)

Responsibilities:

- To handle banca relation with a particular Axis bank branch
- To generate lead from that branch
- To maintain good rapport with the branch staff
- To sell insurance product to the prospects
- To train the branch staff about insurance products

July 2007- June 2008 **Clarian The Westend Hotel** Nashik

Designation: Banquet Barman

Responsibilities:

- To handle the banquet bar.
- Reporting to Senior Captain-Banquet
- Inviting tenders for bar requisitions
- Keeping track of the banquet drinks
- To maintain the inventory of the banquet bar

Summer Training

Company : Reliance Life Insurance Company Limited

Title : Comparative Study Of Reliance Life Insurance Company Limited
With Respect To Other Insurance Companies.

Description : Reliance Life Insurance was a new company in Gaya town, so the task given to me was to study the insurance sector in Gaya and to conduct a small survey to know the perception of people about

Reliance Life Insurance Company Limited.
Location : Gaya, Bihar

Extracurricular Activities

- Participated in Business quiz and Treasure hunt competition in Inter college event
- Participated in Inter college cricket competition
- Have done various projects on Tourism Studies

Hobbies :-

Watching movies, Listening to music

Key Strengths And Skill: -

- Analytical Skill
- Leadership and Inter Personal Skills.

Personal Details:

Name	-	Shreyansh Shekhar Shashi
D.O.B	-	18 th may 1986
Marital status	-	Married
Add	-	S/O Dr. K.K.Trivedi “Gurukunj” Shivshakti Colony Gaya [Bihar] – 823001
Father	-	Retd. Government Service
Mother	-	Housewife

Shreyansh Shekhar Shashi