

VISHAL GULATI

91-9316544631 | vishalgulati42@gmail.com

PROFILE

Experienced and self-motivated Marketing Head with Seven years of Sales experience overseeing sales figures and new account developments. Bringing forth a proven track record of working collaboratively with sales teams to achieve goals, increase revenue gains, and advance the sales cycle of the company. A strong leader with the ability to increase sales and develop strategies to retain customers.

CORE COMPETENCIES

- ✓ Project Management
- ✓ Process Improvement
- ✓ Reports and Documentation
- ✓ Team Management
- ✓ Sales Opportunities
- ✓ Logistics Expertise

PROFESSIONAL EXPERIENCE HIGHLIGHTS

➤ **Shivam Hitech Steels Pvt Ltd (Paints Division)(Bhilai)**

- Regional Head , Marketing (Oct 2019 till Present)

Responsibilities-

- ✓ Established the Market for New Product RAYMAX PAINTS.
- ✓ Create Brand Awareness.
- ✓ Handling the Four depots (Kolkata , Asansol , Cuttack and Chhattisgarh) sales and Collection.
- ✓ Assigning the sales target to the sales team and forming strategies to achieve the target.
- ✓ New Product Launch in various Cities of West Bengal and Chhattisgarh and also addressed to the Painters, Retailers and Dealer Associations.

- ✓ Established sales goals by forecasting annual sales quotes and projecting expected sales volume for existing and new products.
- ✓ Effectively monitoring competition and appropriately adjust costs based on supply and demand.
- ✓ Managed sales employees and counseled employees based on their professional growth and productivity.
- ✓ Monitoring the performance of sales team members and worked to increase team morale and motivation.
- ✓ Developed and implemented Sales Plans , Dealers Scheme , Painters Scheme to expand customer base and increase customer retention.
- ✓ Researched competition and developed strategies to stand out as a company against competitors.
- ✓ Designs and recommends sales programs and sets short- and long-term sales strategies.
- **DISPATCH AND LOGISTICS PLANNING**
 - ✓ Planning & Executing of Depots Operations, Order Processing and Back- end sales Support to Customers (Like Order , Offer , Pricing , Logistics Support), handle Depot Inward , Out Ward, Loading / Unloading etc.
 - ✓ Coordination With Sales Team / Follow-up with factory for Dispatch.
 - ✓ Handle Loading Supervisor / Vehicle Management .Monitoring Loading / Unloading & follow-up on timely Closer of Dispatch & Deliveries
 - ✓ Monitoring for changes in prices of various input materials to ensure effective negotiations. Co-ordination with transporters & Vendors.

➤ **ARHAM PROMOTERS (Ahmedabad)**

- Marketing Head (Sept 2017 till Sept 2019)

Responsibilities-

- ✓ Providing guidance and assisting sellers and buyers in marketing and purchasing property for the right price under the best terms.
- ✓ Determining clients' needs and financials abilities to propose solutions that suit them.
- ✓ Performing comparative market analysis to estimate properties value.

- ✓ Intermediate negotiation processes, consult clients on market conditions, prices, mortgages, legal requirements and related matters, ensuring a fair and honest dealing.
- ✓ Assigning Sales Target and ways to achieve that.
- ✓ Weekly Monitoring the sales and client requirements.
- ✓ Advice clients about market conditions, conduct walkthroughs, and provide guidance and assistance through the process of buying, selling, or leasing properties.
- ✓ Promote sales of properties through advertisements, open houses, and participation in multiple listing services.
- ✓ Develop content for sales presentations and other materials.
- ✓ Accompany buyers during visits to and inspections of property, and advise them on the suitability and value of the property they are visiting.
- ✓ Prepare documents such as representation contracts, purchase agreements, closing statements, deeds, and leases.

➤ **CITILINE (Bokaro)**

- Co-Owner (Nov 2013 – Aug 2017)

Responsibilities-

- Managing accounts and sales of the showroom.
- Providing training to the sales team.
- Maintaining the proper inventory of goods.
- Providing timely delivery of goods.
- Keep regular update on competitor's price.
- Resolving Customer complaints.

➤ **SWAROVSKI (Chennai)**

- Sales Consultant (March 2013 till Oct 2013)

Responsibilities-

- ✓ Achieving the sales target assigned by the Manager.
- ✓ Drives **sales** through engagement of customers, suggestive selling, and sharing product knowledge.
- ✓ Check for stock at other branches or order requested stock for customers.
- ✓ Provide customers with information about items.
- ✓ Elevate complaints to **management**.
- ✓ Keep track of inventory.
- ✓ Working closely with customers to determine their needs, answer their questions about the products and recommend the right solutions.
- ✓ Promptly resolve customer complaints and ensure maximum client satisfaction.

EDUCATION

- ❖ MBA IN AGRI MARKETING , UTKAL UNIVERSITY , BHUBANESHWAR
- ❖ BBA IN FINANCE , KIIT UNIVERSITY , BHUBANESHWAR

SKILLS

- ❖ Business Development Strategies
- ❖ Good Communication and Interpersonal Skills
- ❖ Innovative Problem Solving
- ❖ B2B Sales

HOBBIES

- ❖ Playing Cricket
- ❖ Listening Music

PERSONAL DETAILS

Date of Birth: 10th August 1990

Permanent Address: Plot No. 241-A , Co-operative Colony , Bokaro Steel City ,
Jharkhand

Languages: Hindi , English and Punjabi

DECLARATION

I hereby declare that all the above given factors are true and correct to the best of my knowledge.

Place: Bhilai , Chhattisgarh