

# P VISHNU SANKAR

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## CAREER OBJECTIVE

To secure a position with a well-established organization with a healthy, innovative and challenging environment that would equip me with a wide range of experience and exposure, and enable me to use and improve my skills, professionally and personally, thereby making me a dynamic and versatile portfolio to the organization I serve

## PROFESSIONAL SUMMARY

A Competent professional with 1 year 7 month of experience in carwale(Automotive exchange pvt ltd) as the role of Senior executive sales and being promoted as Assistant manager

Worked as Territory sales Manager in Ftcash from April 2018 to March 2020

Key Responsibility Areas:

- Rendered the role of sales consultant to increase the brand presence ·
- Managing and getting the dealers on Board ·
- Development of Product Network across the state
- Managing the Team
- Servicing and Renewing the Existing brands

## SKILLS

- Strong ability to network with key decision makers
- Team player
- Strong analytical skills
- Exceptional communication and presentation Convincing ability skills
- Willingness to learn
- Always willing to innovate the new things which can improve the existing technology ☑ Strong interpersonal skills

## WORK HISTORY

Assistant Manager | CarWale | Kochi, Kerala & Ftcash Territory sales Manager

- introduced the product to the merchants in the state and has successfully tapped the market
- Increased sales volume by 80 % in less than 1.5 years.
- Generated repeat business through exceptional customer service.
- Managed staff of 5 sales associates,
- Strategically scheduled team members to maintain optimal staffing levels at all times.
- Worked with the management team to implement the proper division of responsibilities.
- Actively pursued personal learning and development opportunities.
- Extremely organized when it comes to client information Able to work any size territory and meet all sales goals
- Good communication and presentation skills

## EDUCATION

2008

High School Diploma:

ST ANN'S EMHS KOTTODY CHULLIKKARA-67%

2010

PLUS TWO: COMMERCE

GHSS Balanthode, Panathady, KL, India-73%

2013 BBA:

St Pius X College, Rajapuram, KL, India-59%


2016

MBA: MARKETING,HR – **78 %**

CIMS BANGLORE

## ADDITIONAL INFORMATION

Achievements

- Participated in 21 days training programme on Additional Skill Acquisition Programme.
- Has received prizes in school level fest in drama Competition.
- Volunteered for Bangalore NHRD Chapter Programme and Meetings.  Organized various managerial events in college.

### Academic Projects Undertaken

- PG Main Project Project Title –Marketing Strategies Adopted by Le Meridien Kochi for Brand Building Duration – 45 days. Description- Internship carried out in Le Meridien Kochi in Marketing Department
- Summer Project PG (2nd Sem) - Project Title – A STUDY ON INFLUENCE OF KUDUMBASHREE ON WOMEN EMPOWERMENT. Duration - 1 month. Description- A Project on women self-help group and its influence on women empowerment.
- Summer project in UG (6th sem)- Company Name: Coirfed. Project Title – EFFECTIVENESS OF EMPLOYEE WELFARE MEASURES IN COIRFED ALAPPUZHA. Duration - 1 month. Description- A Study carried out on the employee welfare measures in coirfed and how employees are treated and about their welfare activities.

## PERSONAL DOSSIER

Date of Birth : 01 January 1992  
Marital Status : Single  
Gender : Male  
Linguistic Abilities : English & Malayalam