

# VIPUL GARG



## Contact

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Meerut U.P.

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+91 9927992603

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## Languages

- Hindi
- English

## Key Area of Expertise

- Sales Planning
- Time Management
- Analytical skills
- Relationship Building
- Channel Sales
- Project Sales
- Marketing & Miscellaneous

## Summary

To develop excel in the field of Sales & Marketing by utilizing my strength in planning, implementation, development, and team management for achieving organizational & my own personal objectives.

## Profile Summary

- Adept in driving sales and business development initiatives and attaining business growth.
- Adroit at solving customer's problems thus leading to business retention & expansion.
- Possess excellent interpersonal, communication, organizational & presentation skills with proven abilities in customer relationship management and planning.

## Skill Highlights

- Effective Communication
- Strong decision maker
- Complex problem solver
- Team handler
- Multitasking
- Tactful Control
- Service-focused
- Resolving Issues

## Experiences

- **Deputy Manager Sales - July/2014 to till date.**  
*Cera Sanitaryware Ltd.*  
*Industry Type – Ceramic (Sanitaryware, Faucets & wellness)*  
*Job Location – WUP & UTTARAKHAND*

### ➤ Roles & Responsibilities: -

- A part of a channel sales & project sales force.
- Liaison with Government departments.
- Handling Dealers, Retail counter and project sales.
- Build new territories and expand opportunities.
- Adopt at devising and implementing effective selling strategies to enhance sales and profitability.
- Intelligent Articulate and driven to succeed.
- Handling Market sudden changes.
- Liaison with influencers.
- Handling team members.
- Reviewing sales performance.

## Certifications

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- Tally ERP 9.
- Excel
- Achieved various certificate from MYGov.

- **Territory Manager Sales- Nov/2011 to June/2014.**  
*HINDWARE (HSIL LTD.)*  
*Industry Type -Ceramic (Sanitaryware & faucet)*  
*Job Location – Meerut U.P.*

- **Roles & Responsibilities: -**

- A part of a channel & project sales force.
- Handling dealers & sub dealers.
- Territory expansion.
- Sampling and application of product for end user in daily basis.
- Handling institutional sale.
- Relation with architects & builders.
- Promotional activities.

- **Sales Executive- July/2010 to Nov/2011**  
*Cera Sanitaryware Ltd*  
*Industry Type – Ceramic (Sanitaryware & faucets)*  
*Job Location – Lucknow U.P.*

- **Roles & Responsibilities: -**

- A part of a channel sales force.
- Intelligent Articulate and driven to succeed
- Organizing brand promotional activities.
- Handling Dealers, Retail counter and project sales.
- Build new territories and focus on untapped town.
- Meeting with clients virtually or during sales visits.
- Demonstrating and presenting products.
- Establishing new business.
- Maintaining accurate records.
- Attending trade exhibitions, conferences, and meetings.

## Computer Proficiency

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- MS Office
- Internet Surfing.

## Academic Credentials

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- **Master in Business Administration: - 2011**  
Qualified MBA from the Indira Gandhi National Open University in Year2011.
- **Master of Commerce: - 2008**  
C.C.S. University, Meerut U.P.
- **Bachler of Commerce: - 2005**  
C.C.S. University, Meerut U.P.
- **Higher Secondary: - 2003**  
Uttar Pradesh Board
- **Junior Secondary: - 2001**  
Uttar Pradesh Board

## Personal Details

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**DOB** – 24<sup>th</sup> September. 1986

**Nationality** – Indian

**Permanent Address** – 501/2, Jagriti Vihar, Meerut U.P. 250004