

# CURRICULUM VITAE

Contact Information	
<b>VIDYASAGAR YADAV</b> A/P – Flat no- 08, C- Wing Swapnapurti Apt, Ambegaon BK. Pune, Tal–Haveli, Dist. Pune. Pin - 411 016	<b>Email:</b> <a href="mailto:vidyasagary7@gmail.com">vidyasagary7@gmail.com</a> <b>Mobile:</b> +91 8888092800 <b>Current Location:</b> Pune

Personal Information	
<b>Name</b>	Vidyasagar Yadav.
<b>Fathers Name</b>	Rajkishor Yadav.
<b>Date of Birth</b>	28 March 1988
<b>Gender</b>	Male
<b>Nationality</b>	Indian
<b>Marital Status</b>	Married
<b>Languages</b>	English, Hindi, Marathi.
<b>Hobbies</b>	Travelling,

Professional Details	
<b>Work Experience</b>	<b>+ 6 Years Industrial Sales, B2B Sales</b>
<b>Skills</b>	<b>Sales skills</b> , Negotiation skills, Convincing skills. Customer Focus, Building Relationships, flexibility And Innovation, Goal-Driven And Realistic,
<b>Product Sale Industry</b>	Engineering Goods Manufacturers / Engineering / Pharmaceuticals, Manufacturing / Food Manufacturing / Medical Equipment Manufacturers / Automobile / Furnace & Air Pollution Control Equipment Segment / Material Handling Equipment And Solutions / Warehouse.
<b>Category of Industry</b>	<b>Industrial Sales, Manufacturer Industry, Channel Sales, Original Equipment Manufacturer (OEM), B2B Sales, Project Sales,</b>
<b>Current role</b>	<b>Manager – Area Sales ( Pune Region)</b>
<b>Employee</b>	<b>Vankos And Company (Hyderabad)</b>
<b>Highest Degree Held</b>	<b>Master of Business Administer (MBA)</b>
<b>Location</b>	<b>Pune and Maharashtra, Gujarat, Madhya Pradesh, Chhattisgarh</b>

Educational Details
<b>Career Objective</b> To work in a challenging environment and be known for depth of knowledge, innovative ideas, hard work, quality. Sales and marketing and in an environment that gives me scope to apply my knowledge, assume responsibility and strive for collective growth and development.
<b>Academics</b> <ul style="list-style-type: none"><li>• Passed <b>M.B.A</b> from <b>Pune University.(Specialization–Marketing And International Business )</b></li><li>• Passed <b>B.B.A</b> from <b>Shivaji University Kolhapur.</b></li><li>• Passed <b>H.S.C</b> from <b>Kolhapur Board.</b></li><li>• Passed <b>S.S.C</b> from <b>Kolhapur Board.</b></li></ul>
<b>Computer Operating System :-</b> Operating system: Windows7, Vista, Windows XP,
<b>Key Skill :-</b> <b>Sales skills</b> , Negotiation skills, Convincing skills. Strategic Planning And Forecasting , <b>Team Work</b> , <b>B2B, Sales</b> , Sales Team Management , Budget Oversight , Cost Control , Market Research , <b>Cold Calling</b> , Customer Focus, <b>Building Relationships</b> , flexibility And Innovation, Goal-Driven And Realistic,

## Work Experience

### Vankos And Company (Hyderabad)

From : 05 Jan 2021 To Till Date

#### Company Profile:

**Vankos and Company Hyderabad** has now evolved into a 10000 sq ft of space dedicated to housing everything you'll need for material handling. Hydraulic Tools( Jacks & Pumps ,Pullers, Flange Spreaders,Bolt Tensioners etc), Material Handling Equipment( Pallet Trucks, Hand Stackers, Scissor Lift) to Lifting Tools & Tackles( Chain Pulley Blocks, Chain Slings, Webbing Slings, D & Bow Shackles etc.)

**Designation:** Manager – Area Sales ( Pune Region)

**Job Location:** Pune and Maharashtra, Gujarat, Madhya Pradesh, Chhattisgarh And North Region

#### Work Profile:

- **Cold calling.**
- **Following up leads.**
- Travelling to **visit potential clients.**
- Identifying what **customers want. Qualifying prospects.**
- Generating revenue and acquiring customers.
- Customer evaluation and procurement.
- **Accurate forecasting**
- Development of best practices for leading successful sales campaigns.
- Develop a repeatable sales model that ensures consistent success and revenue growth.
- **Establishing new, and maintaining existing, long-term relationships** with customers.
- Managing the sales process for new prospects, from initial contact through to closure.
- Dealing with customer **enquiries face to face, over the phone or via email.**
- Contacting prospective customers and **discussing their requirements.**
- Reporting business trends and area performance to the **Managing Director (MD)**
- Giving **feedback to management.**
- Devise creative, "**out-of-the-box**" **ideas** and implement them.
- Planning and organizing the day to ensure all opportunities are maximize.
- Help Management in Forthcoming Product and Discuss on special promotion.
- Contacting prospective customers and discussing their requirements.
- Managing and interpreting customer requirements.
- Persuading clients that a product or service will best satisfy their needs.
- Negotiating and closing sales by agreeing terms and conditions.

### TONGLIT AUTOGISTIC PVT LTD

From : 15 March 2019 To 01 Jun 2020

#### Company Profile:

**Joint Venture** between **Tonglit of Taiwan** and **Autogistic Pvt Ltd of India** to provide a World- Class combination of Engineered products with best in class services integrated together. The company office **Headquartered in Chennai**, Tonglit now has manufacturing plants in **Pune, Hosur, Patnagar, Jamshedpur and Chennai**. In our journey of over 9 years, we have provided customized packaging solutions after understanding the challenges faced by our customers; We are present in all regions (**Thailand & U.A.E**) where our customers are active, so that we can respond as effectively as possible to their needs.

We also handle services like **Material Handling And Packing Products, Contract Logistics, Freight Forwarding & Transportation, CKD/SKD / Kitting, CKU/CBU Containerization, Spare Parts Packaging with products Part Specific Packaging, and General-Purpose Packaging with IT Solution for Bar Code Driven CKD Packing to track your goods Locally and Internationally.**

**Designation:** Senior Sales Executive

**Job Location:** Pune and Maharashtra, Madhya Pradesh, Chhattisgarh.

#### Work Profile:

- Travelling to **visit potential clients.**
- Achieving **all revenue targets & objectives** in line with the **Area Business Plan.**

- Reporting business trends and area performance to the **Area Sales Manager and Country Head**
- Identifying what **customers want**.
- Planning and organizing the day to ensure all opportunities are maximize.
- Help Management in Forthcoming Product and Discuss on special promotion.
- Ability to priorities workload, work effectively under pressure and to tight deadlines.
- Ability to present, discuss and propose at a senior level.
- Establishing new, and maintaining existing, long-term relationships with customers.
- Contacting prospective customers and discussing their requirements.
- Managing and interpreting customer requirements.
- Persuading clients that a product or service will best satisfy their needs.
- **Negotiating and closing sales by agreeing terms and conditions.**
- **Review own performance and aim at exceeding targets**

#### **NILKAMAL LTD**

From : **21 July 2017 to 10 March 2019**

#### **Company Profile:**

**Nilkamal**, is a very well-known brand in India and has become a household name due to its position as an undisputed leader in the moulded plastic furniture market. Founded by first generation entrepreneurs, the corporate leadership of NILKAMAL LIMITED is ever young and poised to lead the Company to greater heights year by year. Maintaining leadership in its market segments through core values and hard work is a basic tenet driving the Company. Nilkamal has branched out to many different ventures and is now more than just a plastics company.

**Material Handling Solutions**, , **Bubbleguard solutions**, We are listed on the National Stock Exchange and Bombay Stock Exchange since 1991. Our turnover (FY 17-18) exceeds INR 2000 crores ~ USD 300 million.

**Designation:** Executive - Sales

**Job Location:** Pune, Chakan, Satara, Sangli , Kolhapur, Dharwad, Belgaum.

#### **Work Profile:**

- Managing the sales process for new prospects, from initial contact through to closure.
- Dealing with customer **enquiries face to face, over the phone or via email**.
- Contacting prospective customers and **discussing their requirements**.
- Achieving **all revenue targets & objectives** in line with the **Area Business Plan**.
- Reporting business trends and area performance to the **Area Sales Manager & Zonal Head**,
- Identifying what **customers want**.
- Planning and organizing the day to ensure all opportunities are maximize.
- Help Management in Forthcoming Product and Discuss on special promotion.
- Ability to priorities workload, work effectively under pressure and to tight deadlines.
- Ability to present, discuss and propose at a senior level.
- Superior time management skills and strong attention to detail.
- Establishing new, and maintaining existing, long-term relationships with customers.
- Contacting prospective customers and discussing their requirements.
- Managing and interpreting customer requirements.
- Persuading clients that a product or service will best satisfy their needs.
- Negotiating and closing sales by agreeing terms and conditions.
- Review own performance and aim at exceeding Targets

**JITAMITRA ELECTRO ENGG PVT LTD , AHAMDNAGAR**

From: **06 Nov 2014 To 20 July 2017.**

**Company Profile:**

**JITAMITRA Electro Engineering Pvt Ltd** has established most modern "Fan manufacturing set up with CNC Laser cutting facility, In house impeller balancing, Design Engineering back up and complete test bench with VFD control panel (up to 500 HP) to ascertain scientific testing as per IS 4894. **JITAMITRA Electro Engg Pvt Ltd** has "**State of the Art**" manufacturing plant at **Ahmednagar & Marketing Head Office at Pune.** JEEPL is formed to provide complete support to customers in terms of Application Engineering. Pre Sales and Post Sales / Service support in area of "**Centrifugal Fans & Industrial Blowers**".

**Designation:** Executive - Sales Engineer

**Job Location:** Pune And Pan INDIA

**Work Profile:**

- **Travelling to Visit Potential Customers / Clients**
- Managing the sales process for new prospects, from initial contact through to closure.
- Dealing with customer **enquiries face to face, over the phone or via email.**
- Contacting prospective customers and **discussing their requirements.**
- Achieving **all revenue targets & objectives** in line with the **Area Business Plan.**
- Reporting business trends and area performance to the **Sales Manager & Director.**
- **Developing & maintaining** successful business **relationships with all prospects.**
- Identifying what **customers want.**
- Planning and organizing the day to ensure all opportunities are maximize.
- Developing a full understanding of the **business market-place.**
- Can create and deliver convincing arguments to an executive audience.
- Ability to manage multiple commercial processes.
- Ability to evaluate tasks and suggest improvements.
- Help Management in Forthcoming Product and Discuss on special promotion.
- Ability to priorities workload, work effectively under pressure and to tight deadlines.
- Ability to present, discuss and propose at a senior level.
- Understanding of business concepts & dynamics for large national and international corporations.
- Superior time management skills and strong attention to detail.
- Establishing new, and maintaining existing, long-term relationships with customers.
- **Review own performance and aim at exceeding**

**Targets Channel Sales – Distributors & Area Sales Associate (ASA)**

- (Delhi, Bangalore, Lucknow, Hyderabad )

**Declaration:**

I the undersigned, certify that to the best of my knowledge and belief, these data Correctly describe me, my qualifications and my experience.

Place: Pune - Maharashtra

yours faithfully

Date:

**(Vidyasagar Yadav.)**