

VIJAY SINGH CHOUHAN

Call: 8878515551

E-mail: vijaychouhan8271@gmail.com

ABSTRACT:-

- Over 14 years' experience in the areas of Sales, Sectors.
- 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, organisational & presentation skills with proven abilities in customer relationship management and planning.

ACADEMIA: -

- Completed MBA (Marketing & Finance) from Patel College of Science and Technology, Indore (DAVV), 2008.
- Completed M.com (Finance) from Govt. college, Sonkatch, Vikram University, Ujjain, 2003
- Completed Graduation (B.com) from Govt. College, Sonkatch, Vikram University, Ujjain, 2001.
- Passed XII Standard (Commerce) from Government Higher Secondary School, Sonkatch (M.P. Board), 1998.
- Passed X Standard from Government High School, Gandarvapuri, 1996.

AREAS OF EXPERTISE:-

Sales & Marketing

- ↵ Handling the marketing and sales operations for achieving increased growth & profitability.
- ↵ Utilizing the public information and personal network to develop marketing intelligence for generating leads.
- ↵ Driving the sales team towards growth.

Business Development

- ↵ Identifying, qualifying and pursuing business opportunities through market surveys and mapping as per targeted plans as well as through lead generation.
- ↵ Identifying new market segments and tapping profitable business opportunities.
- ↵ Conceptualizing & implementing sales promotional activities as a part of brand building & market development effort as per the financial budget.
- ↵ Monitoring competitor activity and devising effective counter measuring.

Team Management

- ↵ Identifying & implementing strategies for building team effectiveness by promoting a spirit of cooperation between team members.
- ↵ Setting up targets for the assistants and guiding them to accomplish the same.
- ↵ Discussing the growth plan given by company.
- ↵ Generating daily reports for the seniors regarding sales and other matters.

CRM

- ↳ Carrying out business with a complete range of products & conducting pre-sales presentations to various corporate clients.
- ↳ Ensuring customer satisfaction and compliance to specified service and quality standards.
- ↳ Taking care of clients by managing their complete requirements and providing them with the best in class customer service.
- ↳ Making and maintaining relationships with corporate clients in good parameters as per company's norms.
- ↳ Handling customer complaints regarding the services & forwarding them to concerned departments and keeping follow-ups.

ORGANIZATIONAL EXPERIENCE:-

Currently Working:

Company Name : Kamdhenu Limited
Designation : Business Development Manager (Paint Division)
Experience : Currently working (Joining Date – 03rd September 2019)
Location : Indore (Indore Depot), M.P.

Work Experience:

Company Name : Vectus Industries Limited
Designation : Area Sales Manager
Experience : 23rd June 2017 to 02nd September 2019
Location : Indore M.P.

Work Experience:

Company Name : Kamdhenu Ispat Limited
Designation : Area Sales Manager (Construction Chemical Division)
Experience : 23rd June 2015 to 22nd June 2017
Location : Madhya Pradesh, Chhattisgarh & Gujarat.

Work Experience:

Company Name : JAY Chemical Industries Limited
Designation : Senior sales executive
Experience : June 2012 to May 2015
Location : Indore

Work Experience:

Company Name : CICO Technologies limited
Designation : Territory Sales Incharge
Experience : May 2011 to May 2012
Location : Bhopal

Work Experience:

Company Name : ResinovaChemi Limited
Designation : Sales Representative
Experience : Nov 2008 to April 2011
Location : Ratlam (Headquarter- Indore)

PERSONAL DOSSIER :-

Date of Birth : 06th April 1982
Strength : Client Relationship Management, Time Management, Leading and Supervision, Proactive, Synergize.
Hobbies : Playing cricket, Music, Market News & Business Skills
Nationality : Indian
Marital Status : Married
Correspondence Add. : Flat no. 306, Shanti Tower, C-19 Shreeji Valley, Bicholi Mardana, Indore – 452016 (M.P.)
Permanent Address : Village Kherya Jagir Teh: Sonkatch Dist. Dewas (M.P.)

FEW WORDS ABOUT MY SELF:-

"I am a hardworking and a dedicated person, who believes in keeping life at a very plain and simple level. I believe that I must put all of myself in the work; otherwise it is not worth doing in the first place. I am an ambitious person, who needs a platform to show the talent to work in challenging job, where both my knowledge and my personal skill are equally exposed and which gives me opportunity of advancement".

OBJECTIVE: -

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

DECLARATION:-

I hereby declare that all the information given in the above Resume is true to the best of my Knowledge. I am aware that if any information is found to be false I will be totally responsible for that.

Date:

Place:

VIJAY SINGH CHOUHAN