

# VIKRAM SINGH SONI

**Regional Sales Manager**

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**Vikram Singh Soni**

#1358 Phase 3B2, Mohali, Punjab

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## **Skills**

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Innovative Ideas, Leadership Qualities, Quick and Accurate Decision making, energetic, result -oriented, effective communication, interpersonal & man management skill.

My ambition to succeed is enhanced by the fact that my first priority is my duty to work.

Everything else is secondary.

I am an asset to an organization that I serve and pledge to give more than my hundred percent in ensuring success in all fields.

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## Experience

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### **Synergy Paints & Chemical ( Paint & Texture ) , Chandigarh / Regional Sales Manager**

August 2018 - PRESENT

- Achieve growth and meet sales targets by successfully managing the sales team.
- Design and implement a strategic business plan that expands company's customer base and ensure its strong presence
- Responsible for recruiting, objectives setting, coaching and performance monitoring of the sales team.
- Build and promote strong, long-lasting customer relationships by forging partnerships with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identifying emerging markets and market shifts while being fully aware of new products and competition status

### **Albert David Ltd, Chandigarh / Area Sales Manager**

December 1998 - August 2018

- Leading and Managing a team of 4-5 members of pharma sales for Mohali and parts of Punjab.
- Planning a monthly blueprint for achievement of targets
- Holding Planning and strategic target meetings daily
- Planning and implementation of various sales strategies, for achieving the targets.
- Extensive client research and client servicing
- Responsible for successful product selection and promotion for client and resourceful problem solving abilities.
- Coordinate, develop and streamline field procedures.
- Teambuilding , Motivation and work coaching , Boosting of subordinates moral, work
- Ethics and knowledge
- Undertook extensive work tours throughout the country for achieving target purposes

### **V.H.B. PHARMACEUTICAL PVT. LTD, Sri Ganganagar / Medical Representative**

May 1997 - December 1998

- Responsible for the implementation of various sales strategies for achieving the target.
- Undertook extensive tours for above mentioned purpose

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## Education

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M.D.S. University. Ajmer — B.Sc. (Medical) Regular

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## Awards

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Best in sales for 4 years award

Achiever award for more than 10 years

This is indicative by the figures below.

Year	Achievement	Growth to organization
2020-21	116.8%	25.12%
2019-20	118.65%	18.65%
2018-19	130.7%	30.7%
2017-18	58.4%	-18.6 % ( G.S.T. implementation
2016-17	101.9 %	14.8 %
2015-16	94.7 %	10.5 %
2014-15	94.6 %	08.6 %
2013-14	94.5 %	25.7 %
2012-13	84.6 %	16.4 %
2011-12	97.8 %	16.6 %
2010-11	98.7 %	14.7 %
2009-10	98.1 %	13.9 %
2008-09	100.3 %	20.0 %
2007-08	100.3%	27.8%
2006-07	103.7%	14.1%
2005-06	114.0 %	80.4%
2004-05	101.7 %	30.0%
2003-04	102.5 %	29.0%
2002-03	96.2 %	23.6 %
2001-02	75.5 %	08.7 %
2000-01	92.0 %	88.3 %