

CURRICULUM VITAE

VISHAL DNYANDEO SHIRSAT

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Objective:-

To utilize the opportunities of working with a reputed and progressive organization, where I can enhance my professional skill and strength in conjunction with the company's goal and objectives and face new challenges.

Professional Experience

1. Company Name- Kider India Pvt Ltd, Pune, Maharashtra

Designation- Sr. Sales Executive

Tenure- Jan 2017 to Oct 2019

Work Profile- Kider India is largest manufacturing company for retail fixture. As a Sales Executive my work profile to meet our clients Patanjali, Future Group, D- Mart and get new business from them.

- Work with one of the largest manufacturer of retail fixtures and material handling and material movement solution in the India.
- Handling key accounts of Patanjali whole state of Maharashtra & Chattisgarh.
- Handling one of the major products lines of the company- i.e. display rack, trolley, billing counter.
- Responsible for the entire sales cycle starting from generation of new customer to delivery, payment. Till installation.
- Maintain good relation with existing customer.
- Cold call in open market.
- Negotiating on price, delivery and specification with buyer and Manager.

2. Company Name- HDFC Life Insurance Company Ltd Ahmednagar, Maharashtra.

Designation- Sales Development Manager

Tenure- July 2015 to Aug 2016

Work Profile- As a Sales Development Manager I was handle there two channels of Hdfc company.

HDFC Sales

- Attend walk in customer in branch.
- Involved in customer documentation to policy disbursement.
- Provide insurance against home loan customer to secure his loan.
- Response to policy holder questions and resolve issues on timely.
- Maintain good business relation with branch FLS, BM, & respective staff.

HDFC Retail

- Team handling of Branch Sales Officer.
- Provide Products training to Branch Sales Officer.
- Sales planning of insurance in branch for achieving targets.
- Attend joined call with branch sales officer.
- Cold calling.

- Send Weekly Report to Channel Sales Manager

- **Project Undertaken in PG (Winter Project)**

Company : Vikamshi Fabrics Pvt. Ltd., Khamgaon- Maharashtra

Project Title : Industrial Exposure.

Description : During my tenure in this internship, I got the basic knowledge of the overall processes of the company which included Sales, Purchases of Raw Material, Production Process, Book-Keeping & Accountancy, etc.

Duration : 15 Days (25th Dec 2012 to 10th Jan 2013)

- **Project Undertaken in PG (Summer Project)**

Project Details : Vidarbha Tractors Akola

Project Title : “Customer satisfaction of Mahindra Tractors after sales service”

Description : During this internship I underwent a survey on Customer Satisfaction Level & its Process.

Duration : 2 months. (15th May 2013 to 15th July 2013)

- **Academics Details:-**

MBA (Marketing) with 55% Aggregate.
Sinhgad Management School, Pune Maharashtra.

B.COM with 50% Aggregate,
G.S.college Khamgaon, Amravati University.

XII (Amravati Board) with 57%
G.B. Muraraka College Shegaon, Maharashtra

ITI (Delhi Board) with 80%
Government ITI Khamgaon, Maharashtra

X (Amravati Board) with 50%
Z.P.High school Jawala Bk, Shegaon, Maharashtra.

Achievements:-

1. Performed cultural co-ordinates role in Alumina Meet & Sinhgad Karandak.
2. Participated in Youth Leadership Training Programme, Conducted by BARTI, Pune.
3. Undergone summer internship program with international brands “Mahindra Tractors”

Personal Details:-

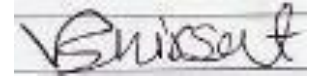
Date of Birth : 12th December 1989
Languages : English, Hindi & Marathi
Marital Status : Married.
Blood Group : B "Positive"
Hobbies : Reading books, Travelling, Listening Music
Address : Kanchanpuram Society, Baif Road, Wagholi- Pune 412 207

Declaration:

I solemnly declare that all the above information is correct to the best of my knowledge and belief.

Date :

Signature



Place :

Mr.Vishal D Shirsat