

VIKRANT SINGH

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Seeking senior level assignments in Sales & Marketing Operations with an organization of repute

PROFILE

- An insightful person with **16 Years of experience in Sales & Marketing, Business Development, Product Development and Team Management.**
- Presently associated with GESSWEIN TRADING PVT LTD. as **SALES MANAGER (Global).**
- Possess motivational management style with a record of building effective teams.
- Expertise in working in multicultural environments with distinction of understanding & exploring new markets for business growth and set up / streamline operations.
- A keen planner & true believer in teamwork with expertise in establishing & managing sales operations with key focus on ensuring optimal utilization of resources.

KEY SKILLS

- **Profit Centre Management**
 - **International Marketing**
 - **Business Development**
 - **Strategic Planning**
 - **Sales & Marketing**
 - **Product Promotion**
 - **Key account Management**
 - **Team Management**
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ACADEMIC CREDENTIALS:

- MBE. in Marketing & Logistic Management from Veer Bahadur Singh Purvanchal University in 2003.
*MAJOR in **INTERNATIONAL MARKETING***
 - Graduate in ARTS from Veer Bahadur Singh Purvanchal University in 1997.
 - Computers in **Diploma in Information System Management Course** from APTECH.
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Name Of The Company	Role	Location	Period
GESSWEIN TRADING PVT LTD	SALES MANAGER/ MARKETING MANAGER	MUMBAI	Feb2006 to Present
NDPL	OFFICER	DELHI	April2004 to Jan 2006
ALLIED ADHESIVES	TEAM LEADER	GHAZIABAD	Jul2003 to April2004

PROFESSIONAL EXPERIENCE :

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GESSWEIN TRADING PVT LTD.
Sales Manager (All Over India)

Since 2012

Company Profile:

The Gesswein Company offers over 15000Machines, Tools and equipments and supplies findings.Also include setting up complete factory units for manufacturing Dimond Studed Gold & Platinum jewellery by casting.Partnered with many well known suppliers &Manufacturers like Galloni-ITALLY, Carl Baasel Lasertech (Rofin Group)-GERMANY, Castaldo-USA, Maillefer Burs-SWISS

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ROLE:

- Independently Handling Operations.
- Identifying the sales prospects and contact these and other account as assigned.
- Participating in marketing events such as trade shows and events.
- Presenting and selling company product and service to current and potential client.
- Preparing the action plan and schedules for identifying specific target and project the number of contract to be made.
- Following up with the new lead and referrals resulting from field activity.
- Developing and maintaining sales materials and current product knowledge
- Establishing and maintaining current clients and potential client relationship.
- Preparing paper work to activate and maintain contract services.
- Managing account services through quality checks and other follow-up.
- Setting up and maintaining professional sales & office with computer, phone, fax and other necessary equipment to efficient maintain prospects and customer information.
- Following up for the collection of payments.
- Coordinating for shipping schedules and delivery of merchandise and services.

ACHIEVEMENTS:

- Independently run a project SEEPZ SEZ ZONE for this company.
- Made the proper shipment arrangement to import the merchandise to SEZ customers.
- Independently handling Operation for this company.
- **Business tour to SINGAPORE in 2019 APAC Regional Partner Summit (September 17 to 19) SINGAPUR. Training for SALES and MARKETING MANAGER as well as Business meeting with our USA supplier.**

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NIRAV IMPEX ASSOCIATE WITH GESSWEIN

October 2011 to April 2012

Chief Operating Officer

Company Profile:

Jewellery making Equipments,Machines,Tools,Alloys & Consumables,provide end to end solution include setting up complete factory units for manufacturing Dimond Studed Gold & Platinum jewellery by casting.Partnered with many well known suppliers &Manufacturers like Galloni-ITALLY, Carl Baasel Lasertech (Rofin Group)-GERMANY, Castaldo-USA, Maillefer Burs-SWISS

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ROLE:

- Independently Handling Operations.
- Identifying the sales prospects and contact these and other account as assigned.
- Participating in marketing events such as trade shows and telemarketing events.

- Presenting and selling company product and service to current and potential client.
- Preparing the action plan and schedules for identifying specific target and project the number of contract to be made.
- Following up with the new lead and referrals resulting from field activity.
- Developing and maintaining sales materials and current product knowledge
- Establishing and maintaining current clients and potential client relationship.
- Preparing paper work to activate and maintain contract services.
- Managing account services through quality checks and other follow-up.
- Setting up and maintaining professional sales & office with computer, phone, fax and other necessary equipment to efficient maintain prospects and customer information.
- Following up for the collection of payments.
- Coordinating for shipping schedules and delivery of merchandise and services.

ACHIEVEMENTS:

- Independently run an office in SURAT SEZ ZONE for this company.
- Launch & introduce the company successfully.
- Made the proper shipment arrangement to import the merchandise to SEZ customers.
- Independently handling Operation for this company.

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GESWEIN TRADING PVT LTD.

Feb2006 to Oct 2011

Business Development Officer

Company Profile:

The Gesswein Company offers over 15000Machines,Tools and equipments and supplies findings.Also include setting up complete factory units for manufacturing Dimond Studed Gold & Platinum jewellery by casting.Partnered with many well known suppliers &Manufacturers like Galloni-ITALLY, Carl Baasel Lasertech (Rofin Group)-GERMANY, Castaldo-USA, Maillefer Burs-SWISS

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ROLE:

- Handling the sales team and keeping the tracks of their sales calls and discuss/take steps to improve sales.
- Meeting the potential customers through the field sales with or with out sales team members.
- Participating in marketing events such as trade shows.
- Preparing the weekly news letters for the sales staff and handling the replies with help of sales staff for the web enquiries.

ACHIEVEMENTS:

- Considering the fact that I did not have any background in this business I have been successful in current role and adapted myself well.
- Proficiently visited various customers SEEPZ and North & South India (Jaipur, Delhi, Coimbatore, Bangalore & Surat) to sale and give information of our more than 10,000 products.(Tools, consumables & Machineries).
- Successfully implemented sales initiatives and exceed desired targets.
- Major input to the company's participation in international Exhibition.

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NDPL (NORTH DELHI POWER LTD)

April 2004 to Jan 2006

OFFICER Thru SAM'S HR

Company Profile: North Delhi Power Limited (NDPL) is a joint venture between Tata Power Company and the Government of NCT of Delhi with the majority stake being held by Tata Power. It distributes electricity in North & North West parts of Delhi and serves a populace of 50 lakh.

ROLE:

- Coordination with site engineers.
- Issuing dockets to the site engineers as well as installing agencies.
- Providing the details about the connections to the consumers.
- Leading the team of installing agencies and keeping the records and discuss/take steps to improve records.
- Assisting to reporting Senior Manager.
- Other miscellaneous work.
- Focus on customer services/ relations, retention.

ACHIEVEMENTS:

- Proficiently worked with installing agencies.
- Achieved target and has been rewarded by the company.
- Maintained strong rapport with all key persons in corporate.

ALLIED ADHESIVES**1 July 2003 to 20th April 2004.**

ROLE:

- Handling walk-in & telephonic enquiries and following up with the customers.
- Managing the customer needs and suggesting them with the right product.
- Providing the details about the products and the available schemes to the clients.
- Making arrangement of the stocks as per the requirement of the customers from the dealer/Company. Take cares the availability of the product.

TRAINING UNDERGONE:

- Vocational training at NTPC.
- Personality Development Course.

IT SKILLS: Basic (Window, MS excel, MS word, PowerPoint) & good knowledge of internet.**PERSONAL INTERESTS AND ACTIVITIES:**

Cricket, Traveling, Work Out, Networking

PERSONAL DOSSIER:

Date of Birth	10 th July, 1977
Father's Name	Late Krishna Kumar Singh
Mother's Name	Smt. Uma Singh
Marital Status	Single