

CURRICULUM VITAE

RAVI PRAKASH VAISHNAV

PERMANENT ADDRESS:

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Sales officer with 8 Years of Experience in Various Industries looked After **RAJASTHAN- JAIPUR , KOTA , BARAN,JHALAWARD, BUNDI, TONK, SAWAI MADHUPUR, AJMER,** .Excellent Negotiation & Interpersonal skills, common Sense, Judgment,decision making abilities and ability to work independently.Able to Grasp new ideas and integrate them in to desired results , coordinate several tasks simultaneously and to prioritize , & operate proactively .Proven leadership abilities and Troubleshooting skills,.Worked in all verticals like **Direct Sales, Project Sales, Channel Sales, Retail sales, & distributor Target achieve...**

CAREER OBJECTIVE:

To work in an organization that possesses challenging work assignment, provides growth, opportunity encourages creativity and enables me to utilize my sales and marketing experience of more than 8 years in various Industries.

WORK EXPERIENCE:

COMPANY:METRO TYRES LTD (INDIA'S BEST SELLING TYRES COMPANY)

Duration:(FEB 2021 to Current)

Designation:TERRITORY SALES

EXECUTIVE

Location:JAIPUR, SIKAR, ALWER, AJMER, KISHANGARH, BHILWARA, CHITTORGARH, KOTA ,BARAN , TONK, JHALAWARD, SAWAI MADHUPUR, BHARATPUR.

Company Profile : Steadily moving on the road of progress since its inception in 1968, Metro Tyres, the flagship company of the Metro Group, has today emerged as the most reliable name in its niche segment of bicycle tyres and tubes. But then, this tyre manufacturing company is equally well known as the best two wheeler tyre company in India, the best motorcycle tyre manufacturer and motorcycle tyres supplier in India

Job Profile:

- Created and led sales promotions and advertising strategies to boost profits and bring in new customers.
- Establish strong relationship with franchise & Dealer customer's decision makers to increase sales opportunities and brand presence
- To explore the market for new business development in government sectors, public sector units, institutional area And corporates

- Strong focus on direct customer contact and field work

Set and updated weekly work schedules to meet coverage demands by considering factors like

COMPANY:TVS SHRICHAKRA PVT LTD

Duration:(NOV 2017 to FEB 2021)

Designation: SALES EXECUTIVE

Location:KOTA ,BUNDI BARAN JHALAWARD.

Company Profile:TVS Srichakra is a member of TVS group, the largest auto ancillary group in India. TVS Srichakra, the no. 1 in Motorcycle tyres, is a leading manufacturer of Tyres and Tubes for Two & Three Wheelers in India and has a large programme of Off-the road tyres for the Export and Domestic Market. TVS Srichakra has a large share with the vehicle manufacturers, which include Bajaj Auto, Hero MotoCorp, Honda Motors, TVS Motors, India Yamaha Motors, etc. TVS Srichakra has a significant presence in the After Market business across the country and has carved out a fine reputation in service and support to the Dealers, Mechanics and Consumers.

Job profile:

- Developed partnerships with local businesses to secure third party promotions
- Worked to develop network by identifying and pursuing new leads, attending industry events and building rapport with clients.
- Worked alongside retail representatives to boost sales by enhancing product presentations and advertising collateral.
- Performed cold-calling and follow-ups with leads to secure new revenue.

COMPANY:ANCHOR COMPANY & BEAUTY CARE PVT LTD.

Duration :(JAN 2015 to NOV 2017)

Designation:SALES EXECUTIVE

Location:KOTA,BUNDI ,BARAN,JHALAWARD ,

Company Profile: Our journey began in 1992, with the launch of a breakthrough product – India's first vegetarian toothpaste. Pioneering the use of calcium phosphate, extracted from rock rather than bone ash, Anchor had developed a groundbreaking product that propelled it to becoming a major player in the toothpaste market. In 2005, we forayed into the personal care segment with the launch of Dyna beauty soap. A revolutionary quality product with 76% TFM, consumer acceptance soon followed. With its clear positioning and strong value offering, Dyna beauty soap became the youngest entrant into the league of the top five soap brands.

Job profile:

- Prospected and conducted face-to-face sales calls with business executives and directors throughout assigned territory
- Responded to customer questions and requests in a prompt and efficient manner.

- Selected the correct products based on customer needs, product specifications and applicable regulations

ACADEMIC:

Graduate from Kota University, – Rajasthan in 2011

10+2 from Rajasthan Board of Secondary Education in 2010

10th from Rajasthan Board of Secondary Education in 2008

PERSONAL DETAILS:

DOB	:MARCH 16 1988
Father's Name	:RAMBABU
Sex	:Male
Marital Status	:Married
Nationality	:Indian

DECLARATION:

Talented Sales Associate effective at multi-tasking and maintaining a friendly attitude under pressure. Efficiently builds loyalty and long-term relationship with customers while consistently achieving individual sales goals.

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Date:

Place : KOTA,

(RAVI VAISHNAV)