**RESUME**

***Vikas Chauhan***

***Career Objectives***

To grow with the growth curve of the organization, creating a synergy between my performance and the expectations of the management.

***Professional Summary***

Over 15+ years of progressive experience in Multiple Business Segments of Tyres, Consumer Electronics (LED Panel & RO Purifiers, Electrical Appliances). Experienced Working in roles of Branch management ,team handling,Direct Sales, Channel Sales, Pre Sales, Business Development, Key Account Management and Marketing.

***Employment History***

***June 2024 To till date***

***Branch Head –Ralson Tires Limited***

***Product Handling- Tires( 2 & 3 wheelers)***

***MAY-2021 To June 2024***

 ***Area Manager- GM Elektra Pvt***

 ***Products Handled- Fans& Appliances***

***May 20l5 to Apr-2020***

***Branch Head-Gwalior Branch in Livpure pvt. Ltd( Luminous Water Technologies Pvt.Ltd.)***

***Products Handling: Water Purifiers, air purifiers***

(Territory: MP-Gwalior Branch & Some part of UP State)

* ***Awarded Best Branch in west zone for achieving 85% of targets in terms of sales(Primary & Tertiary),collection for the period ’2016-17***
* ***Selected as a sales trainer for product presentation & product knowledge 2017-2018***
* ***Maximun field activities under AVER (AVAILABILITY VISIBILITY EDUCATION REFERENCE parameters)***
* ***Opened 10 + Distribution points & 2 Direct Dealers in Single year 2016-2017***

***Jan. 2014 to March 2015***

***Area Sales Manager in AOC India(TPV Technology India Pvt ltd.) Territory-Gwalior & Upcountry***

* + ***Appointed Distributors & dealer for AOC LED TV during first month of joining***
	+ ***Achieved targets on MOM basis during entire tenure***
	+ ***Training to ISP & Executive on regular basis***

***Feb2006 to Dec. 2014.***

***Area Sales Manager in KENT R.O Systems Ltd.***

***Products Handling:R.O water purifiers(Domestic & Commercial),U.V Systems, Water Softners ,Storage water purifiers, Air & Vegetable Purifiers***

* ***Responsible for entire sales cycle, starting from cold calling to educating about the product to generating revenue from dealers ,institutuions etc.***
* ***Responsible for collection of payments from Dealer & Distributor.***
* ***Responsible for supporting Marketing team in running PR campaigns for brand building and visibility.***
* ***Responsible for travelling 15 to 20 Days a month to personally visit business stakeholders in the given territory atleast once a month.***
* ***First ASM to opened 2 Brand Shoppes in single month .***
* ***Opened 15 distributors & more then 50 dealers during tenure.***

***Oct.2002.To Jan.2006.***

***As a Sales Executive in TVS SRICHAKRA(TVS TYRES)***

* ***Handling Distributors & dealers of the area (Udaipur,Bheelwada,Chittorgarh Area)***
* ***Field activities at mechanics point ,Auto stands etc.***
* ***Opening new dealers for the brand***
* ***Training to tyre dealers***
* ***Opened 20 + dealers in 6 months***
* ***Target achievement more then 80% on MOM basis.***

***Educational Qualifications***

|  |  |
| --- | --- |
| ***2002*** | ***M.B.A., Major-Marketing management, Minor-HR Prestige institute*** |
| ***2000*** | ***of Management –Gwalior******Graduation from Govt .Madhav Rao Scindia Science college*** |

* ***Ability to take on new challenges***
* ***Ability to handle people with different level of intelligence***
* ***Capability to take charge and control of work independently***
* ***Excellent Writing and Communication skills in English***
* ***Excellent problem solving skills and a self-starter***
* ***Well organized and easily meets deadlines.***

***Personal Profile***

Father’s Name : Mr. A.S.Chauhan

Date of Birth : Apr, 1980

Languages known : English, Hindi Marital Status : Married

Hobbies : Traveling specially visit to historical places

Permanent address : JAI NIWAS,GANESH COLONY,NAYA BAZAR,LASHKAR,GWALIOR- MP 474001

Declaration:

I hereby declare that the above information is true to best of my knowledge.

***Vikas Chauhan 9893046605***

***7974164693***

***vatsa\_vikas@yahoo.co.in*** ***Reference available on request.***