

VINOD OSWAL

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PROFESSIONAL SNAPSHOT

- ✍ State Head Sales offering 18 year experience in customer sales franchise management, and holding strategic position in Ward Wizard Innovation & Mobility Ltd,(Joy E-Bike) A leading Electric vehicles company,
- ✍ Dynamic competent & result oriented professional with experience sales & Marketing, Business Development, Relationship Management.
- ✍ work with Ward Wizard Innovation,(Joy E-Bike) As a State Head-PAN INDIA
- ✍ worked with Somya Vehicles As a Up Country General manager
- ✍ worked with Central Motors As a Sales manager,(USM)
- ✍ worked with Vaibhav Force commercial vehicle As a Sales (AGM)
- ✍ Worked with Mahindra Truck & buses Heavy commercial vehicle As a sales manager.
- ✍ Worked with Ralas motors as a sales Executive.
- ✍ Worked with Reliance Digital Tv As a Ase (MP\CG)
- ✍ Sales promotions, marketing, relationship building.
- ✍ Widely handled the creamy areas of Raipur Drug Bhilai Baloda Bazar Saraipali Basana Pithora Bhatpara Sohela Murra Khargone Khandwa Bhuranpur Barwani indore Region.

JOB PROFILE

Sales manager

- Visited regularly crusher & plant call, Follow-up
- Implementing ideas, activities to increase the revenues.
- Experienced in manpower planning/management, implementing cost saving measures,
- Ability to work as part of a dynamic team responsible for the acquisition of new client, develop and nurture new markets, achieving sales target and servicing with the objective of increasing the market share.
- Proficient in building teams, honing the new recruits and monitor mentoring them to archive corporate goal, skilled in implementing development plan for employees and examine their performance reviews.in best training to give team member to perform with best results in field activity like Sales/revenue/request and on different parameters of company Have good sales.

Marketing / Business Development

- Forecasting monthly/annual sales targets & driving sales initiatives to achieve business goals & managing the frontline sales team to achieve them.
- Conceptualizing & effectuating marketing & sales promotion activities like publicity campaigns etc for enhancing awareness & visibility as a part of market development effort
- Proficient in building teams, honing the new recruits and monitor mentoring them to archive corporate goal, skilled in implementing development plan for employees and examine their performance reviews.in best training to give team member to perform with best results in field activity like Sales/revenue/request and on different parameters of company Have good sales.

Relationship Management

- Ensuring maintenance of excellent relations with clients & service delivery to generate avenues for additional business and retaining customers for future.
- Monitoring the speedy resolution of customer queries & grievance to maximize satisfaction levels.
- Skilled in providing, training and assume overall responsibility for delivery of results within required standards, time and cost parameters. Ability to build strong relationship with key accounts, customers in the given territory

ORGANIZATIONAL EXPERIENCE

WARD WIZARD INNOVATION & MOBILITY LTD 15/01/2021 to till Designation: STATE HEAD

- ☐ Area Handled: State of India PAN INDIA,
 - ☐
 - ☐ **Notable Accomplishment**
- Started target promotional scheme not only for target achievements of sales but for customer complaints

ORGANIZATIONAL EXPERIENCE

SOMYA VEHICLES PVT LTD 15/08/2017 to 31/12/2020 Designation: GM SALES

- ☐
 - ☐ Area Handled: All areas of Dhar Dhamnod Indore Manpur Rajgarh Badnawer Dharampuri
 - ☐
 - ☐ **Notable Accomplishment**
- Started target promotional scheme not only for target achievements of sales but for customer complaints

ORGANIZATIONAL EXPERIENCE

CENTRAL MOTORS KHANDWA 05/02/2015 to 12/08/2017 Designation: SALES MANAGER

- ☐
- ☐ Area Handled: All areas of Khandwa khargone barwani bhuranpur
- ☐ **Notable Accomplishment**

ORGANIZATIONAL EXPERIENCE

VAIBHAV FORCE (Raipur C.G.)02/04/2012 to 2015 Designation: AGM

Area Handled: All areas of Raipur Region.bhatapara,baloda bazar mahasamund, arang, & all cement plants

Notable Accomplishment

- ☐ Started target promotional scheme not only for target achievements of sales but for customer complaints resolutions.
- ☐ Achieved all above by running various target.

ORGANIZATIONAL EXPERIENCE

MAHINDRA TRUCK & BUS (Raipur C.G.) 02/02/2011 to 30/03/2012 Designation: sales manager

Area Handled: All areas of Raipur Region.bhatapara, sohela, mahasamund, arang,murra & all crusher plants

Notable Accomplishment

- ☐ Started target promotional scheme not only for target achievements of sales but for customer complaints resolutions.
- ☐ Achieved all above by running various target.

ORGANIZATIONAL EXPERIENCE

Ralas Motors Mahindra Tractor 05/09/2008 to 30/01/2010 Designation: sales Executive

Area Handled: All areas of Raipur Region drug bhilai Rajnandgao Saraipali etc.

Notable Accomplishment

- ☐ Started target promotional scheme not only for target achievements of sales but for customer complaints resolutions.
- ☐ Achieved all above by running various target.

ORGANIZATIONAL EXPERIENCE

Reliance digital TV M.P C.G (12/03/2004 to 28/08/2008 Designation:SE

Area Handled: All areas of Raipur Bilaspur, ambikapur korba/Indore khandwa Khargone bhuranpur badwani,

Notable Accomplishment

- Started target promotional scheme not only for target achievements of sales but for customer complaints resolutions.
- Achieved all above by running various target.

PROJECTS UNDERTAKEN

- Customer satisfaction at Brand in reliance DTH Industries.

ACADEMIC QUALIFICATION

- Bachelor of Commers Administration (**B.com**) (Indore) 2007.
- 10+2 From M.P. Board in 2005

COMPUTER PROFICIENCY

- MS Word, Excel, Office, Internet Application. php|Web designer | android application |web site maker

HOBBIES

- Travelling, Making Pen Friends, Off Road Driving, Website Development, App, etc...

PERSONAL DETAILS

Date of Birth : 2nd Aug 1985.
Fathers Name : Shri G.N.Oswal
Address : Radha Vallabh Near By Vallabh Nager INDORE
Languages Known: Hindi, English Panjabi Marathi
Mobile : 7685066666
Alternate e mail: OFFICIALVINODOSWAL@GMAIL.COM

REFERENCES

PLACE

DATE

Vinod Oswal