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|  | **Vikas**  ***Skilled at aligning resources, managing multiple tasks simultaneously,; targeting senior level assignments in Sales & Marketing with an organization of repute preferably in Consumer Durables / Retail sector*** |
| [**Vikas.361273@2freemail.com**](mailto:Vikas.361273@2freemail.com) | |
| Key Skills   |  | | --- | | Sales & Marketing | |  | | Team Management | |  | | Training & Development | |  | | Client Relationship Management | |  | | Revenue Generation / Business Development | |  | | Safety & Solution and Escalation Management | | Retail Operations / Management    Market / Competitor Research | | Reporting & Documentations | |  | | knowledge24x24iconsProfile Summary |
| * **An expert in enhancing business value** utilizing a broad background to lead strategic market research for highly effective marketing, sales, and operations management; **offering 10+ years** of experience * **Excels in evaluating client requirements, and delivering strategic solutions** to complex sales, account management, and business development environments * **Exceptional capability to identify strengths and weaknesses** of business processes and realize sales revenues even in sluggish market conditions * **Motivational management style with a proven history** of building, guiding and retaining high-performance teams to develop and implement strategies for accelerated growth * **Proficient in displaying showroom products** and merchandize according to shelf life and importance * **Thrives on challenge of identifying innovative approaches** to business development and communicating initiatives with executives, boards, and stakeholders to remain ahead of ever-changing industry standards * **Uncompromising ethics and strong communication skills** highlight business-focused value propositions that leverage competitive advantage by means of delivering top-quality services   CERTIFICATION:   * Magic of selling- by Hallsons training and management solutions Dubai ,UAE in 2012 * Certificate of appreciation by EROS Group in 2016 |
| Soft Skills | career24x24iconsCareer Timeline |
| Communicator  Planner  Innovator  Collaborator | **logoVijaySales**  **[top_logo](http://www.erosgroup.ae/index.asp)**  **May’09 – May’12**  **[sony_logo](http://www.sony.co.in/section/home)**  **Oct’06 -Apr’09**  May’12 till date  edu24x24iconsEducation   * Pursuing MBA in operations management from BRILLIANZ educational institute U.A.E., Dubai * BBA from Navabharath educational Research Foundation in2011 * Diploma in Electronics from Industrial Training Institute, Mumbai in 2003 |
| Work Experience  Previous Experience | **May’12 till date with EROS GROUP Deira, Dubai as Showroom In-charge (Retail Business Group)**  **Key Result Areas:**   * Running sales & marketing operations of the entire store, increasing sales growth and driving sales initiatives in order to achieve business goals * Steering entire accounting operations of the daily sales of the showrooms such as depositing of cash to the bank and so on * Identifying prospective clients, generating business from the existing clientele, thereby achieving the business targets * Ensuring proper & timely filling up of all the employees and customers’ queries regarding the product and services * Recognizing& developing new streams for revenue growth and maintaining relationships with customers to achieve repeat business * Managing customer centric operations & ensuring customer satisfaction by achieving delivery & service quality norms * Attending to clients’ complaints &taking steps for resolving them * Interacting with customers to gather feedback regarding the product satisfaction * Leading systems like front office systems, supplies,inventory, forecasting, and budgeting; compiling& preparing financial reports including rate and availability data * Ensuring Department’s compliance to International Organization of Standardization, Company’s Code of Conduct, and Department’s Standard Operating Procedure * Mentoring, training and development of the field functionaries to ensure the sales and operational efficiency * Creating and sustaining a dynamic environment that fosters the development opportunities and motivates the high performance amongst the team members   **May’09 – May’12 with Sony India Pvt. Ltd., Mumbai as Team Leader**  **Oct’06 - Apr’09 with Vijay Sales, Mumbai as Sales Executive** |
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