**VAIBHAV**

**Email: -** [vaibhav.382525@2freemail.com](mailto:vaibhav.382525@2freemail.com)

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**Objective**

 Obtain a challenging leadership position applying creative problem solving and lean management skills with a growing company to achieve optimum utilization of its resources and maximum profits.

**Personal**

Energetic, motivated with good strategic thinking and having well management skills and experienced worker. Looking for a challenging position where I would effectively contribute my managerial and motivational skills with some experience both independently and in a team with dedication and honesty. I have good communication skills that help me in the overall development to achieve success.

**Skills Summary**

**Analytical and logical thinking skills**

* Logical thinker with great vision
* Passionate about customer service
* Self-motivation with can-do attitude
* Highly energetic and friendly
* Strategic thinking

**Communication skills**

• Strong interpersonal and verbal communication skills

• Fluency in languages-English Hindi and Telugu

**Organization skills**

• Maintaining good grades, hard worker and work focused

• Strong attention to detail and ability to help others improve their performance

• Problem solving

• Planning and Implementation

• Solution-oriented

• Focus on delivery

• Multi-tasking

• Team-work

**EDUCATION**

**UUNZ INSTITUTE OF BUSINESS AND MANAGEMENT, NEW ZEALAND**

PG DIPLOMA in Business Management NOV 2015 – NOV 2016

**BHAGWANT UNIVERSITY, AJMER, RAJASTHAN, INDIA**

Bachelor of Technology, IT MAY 2012

**TECHNOLOGIES AND TOOLS**

* Programming Languages – C, C++,
* Networking Tools – CCNA.
* Operating systems – Windows.

**NZ WORK HISTORY**

**BP Oil & Gas Station** **Birkenhead, Auckland, New Zealand**

**CSR** **April 2017 – August 2017**

* Responsible for maintaining and managing the store.
* Responsible for marketing the products and services of the store during night shift.
* Reaching sales targets and increasing profits
* Dealing with customer service issues, queries and complaints.
* Ensuring customer receives right product on time.
* Working collaboratively with the staff in the store.
* Responsible for safety measures and issues during nighttime.

**Tank Juice Bar** **Auckland, New Zealand**

**Manager April 2016 – March 2017**

* Responsible for maintaining and managing the store, scheduling roasters for store crew.
* Training the crew on the products and process.
* Ordering stock and maintaining stock registers.
* Reaching sales targets and increasing profits
* Dealing with customer service issues, queries and complaints.
* Ensuring customer receives right product on time.
* Leading all the crew in the store.

**Bhagwant University**

**Marketing Manager** **May 2012 – July 2014**

**Business Development manager May 2014 – July 2015**

* Responsible for heading up the expansion in new market as well as continued expansion in exiting among existing clients.
* Drive peak performance and sales success in the organization.
* Building relationships with existing clients to increase their current spend.
* Devising and implementing the strategy for meeting sales performance targets.

**ACHIEVEMENTS AND EXTRA CURRICULAR ACTIVITIES**

* Awarded as the best employee for reaching targets.
* Active team member in both performance and extracurricular activities.
* Lead a team of 6 as a Business Development Manager.
* Organized the events at the College level.
* Represented school in state level athletics and cricket in district and state levels.

**REFERENCE:**

Provided on request.