**VISHAL JIGAJINNI**

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**CONTENT DEVELOPMENT|CONSULTING |CLIENT MANAGEMENT| INSTRUCTIONAL DESIGNING | TRAINING**

Over 4 years of experience in Auto Retail, Training& IT industry in the areas of **Instructional Designing**, **Consulting,Content Development**,**Training**&**Client Management**. This experience has given me exposure to **Product life cycle Management, Sales Process,** and**Client Management** which in-turn has enhanced my Project Management, Negotiation, Stake Holder Management and Managerial skills.

**OVERALL PROFESSIONAL EXPERIENCE – 54 Months**

**Sewell – MSXI (Senior Manager Solutions) (November 2012 - Present)**

**Roles & Responsibilities:**

* Work closely for key accounts like **Mahindra, Ford & Tata** to offer various solutions to all their training requirements
* Design & develop Storyboards as per Client requirement in line with the learning theories and learning models
* Design & develop ILT / WBT / CBT training modules for various automotive brands
* Manage the entire training life cycle from Need analysis-Instructional designing- Content development -Training delivery- Post training activities
* Provide training solutions based on ADDIE model, experiential learning model, behavioural, product and process trainings using a broad range of learning methodologies
* Review training programs using the Kirkpatrick model
* Create Game based learning, Interactive learning, Case study based learning & Scenario based learning.
* Content writing & Marketing communication for various marketing collaterals at Mahindra Automotive
* Documenting requirements from brand team, training team & various stakeholders of the company
* Brainstorming & Need analysis with internal team and stakeholders
* Competition handeling strategy, Sales story& Customer engagement programs
* Facilitating daily meetingswith team to track status of various projects
* Develop sales pitch for various brands as per client requirement
* Develop questionnaire to understand consumer buyer behaviour
* Conduct Market research/Field survey & user interview to understand learner capability & expectation before creating training module
* Coaching, Handholding & conducting TTT sessions

**Key Projects handled:**

**Trainings& Boot camps:**Successfully developed and implemented training for XUV500 product launch (Conducted at chakan plant). A 3 day training program covering 1500 participants in 50 batches which lasted for over 45 days.

* Successfully managed end-to-end training for Jeeto Product launch which was conducted in Hyderabad, spanning over 30 days and training over 1000 participants
* Successfully Designed &developed training module for Reva Electric, which was one of a kind involving over 70% of the training outside classroom.

**E-learning & Tablet application:** Designed & developed numerous e-learning training modules on Articulate Storyline for Mahindra & Ford

* Designed & developed Tablet application for Mahindra personal range to enhance customer experience and act as a Sales tool for sales consultant
* Designed content & quiz for Gamification platform developed for Mahindra sales consultant by Mckinsey.

**Training videos:** Successfully Designed & created Training videos for XUV500 & Scorpio

* Created Training videos for Mahindra Home installation training

**Mahindra sales consultant study report:** Conducted an end-to-end survey on dealership performance across India.The findings dashboard was presented to Mahindra top management.Actionable measures were taken which enhanced sales consultant’s overall performance by ***11% within a record time of 4 months.***

**Mahindra-Idol Skill contest:** Successfully Developed & conducted quizzes, scenarios, role-pays to assess the capability & skills of sales consultants in an annual skill contest conducted by Mahindra. The contest is conducted across the country at various levels, and runs over a span of 2 months

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| **Nerve Centrex Business Development Executive June 2012 - Oct 2012**  **Roles & Responsibilities:**   * Generation of leads through active networking & campaigns * Interfacing with client and technical team to resolve issues. * Driving the sales cycle from beginning to closure. * Laying the ground for new sales channel.   **Achievements:**   * Successfuly partnered with 12 dealers to sell the product, which contributed to around ***11% of the product sales*** * Conceptualised a promotional plan for an event held in Bangalore to cater to an audience of 1200. * Generated revenues by introducing the product to Hospitals/Clinics.  |  | | --- | | CERTIFICATIONS |   **Certified Agile Scrum Product Owner (CSPO) – This certification program enhanced my capability to handle & manage multiple projects in an organised manner.**   |  | | --- | | PROJECTS | |  |  |  |  |  | | --- | --- | --- | | **Title** | **Organizaion** | **Period** | | Low Utilized Tower Site Analysis | Reliance Communication Bangalore | May – June2011 | | Organization structure study in leading foundry of India. Ashok Irons | Ashok Iron Works Belgaum | April – June 2010 | | Design and fabrication of a hydraulic scissor lift. Sponsored by and designed for Servo controls | Servo Controls Belgaum | Jan – June2010 | |
| |  | | --- | | EDUCATION |  |  |  |  |  |  | | --- | --- | --- | --- | --- | | **Degree/ Certificate** | **Institution** | **Year of Passing** | **Board/University** | **Marks (%)** | | MBA | Christ University Bangalore | 2012 | Christ University | 67.8% | | B.E. (MECHANICAL) | K.L.E.S. College of Engineering & Technology Belgaum | 2010 | Vishweshwaraya Technological University | 63.8% |  |  | | --- | | OTHER ACHIEVEMENTS & INTERESTS |  * Adjudged as runners up for Best Junior(2010) of Christ University ,Bangalore * Adjudged as runners up of Business Quiz event(SYMBIONT) in Christ University, Bangalore * District level Marathon runner * Portrayed my acting skills by acting in numerous plays and stage shows, and also acted in a Kannada daily soap Pa Pa Pandu |