

Vijay K

22 years | +91-8220520961

Profile Summary

Goal oriented **Sales Professional** with **1.3 years** of experience in Sales domain working across **Automobile** and **Life Insurance** sectors with proven ability in **Field sales, lead generation** and **Product advisory** endowed with exceptional interpersonal skills.

Professional Experience

SSB TATA Motors, Tanjavur

Sales Advisor

June 2016 to April 2017

- Successfully met monthly and quarterly targets and generated revenue worth Rs. 50 lakh
- Maintained strong and extensive knowledge of all vehicle features, makes, models and inventory in order to consistently provide the best customer service
- Understood the requirements of the customer and suggested cars according to their needs
- Key member of Product Demonstration team responsible for client conversion post test drive
- Explaining the operating features, warranties, paper work of cars to the customer
- Provided financial advice, communicated with sales managers and finance managers in order to close deals and maintain loyal customer base
- Responsible for lead generation through business collaborations with Banks and Insurance companies
- Resolved customer queries regarding the automobiles & associated services on time
- Responsible for collecting after sales feedback and informed the respective departments the same

KOTAK Life Insurance, Tiruvarur

Field Sales

July 2017 to November 2017

- Analyzed the specific needs of the customer via careful surveys to develop data driven sales pitches
- Assess the client's financial status, spot problem areas and offer solutions to rectify them
- Seek out new clients and develop networking to find new customers and generate lists of prospective clients
- Assisted customers with sales needs with a strong emphasis on customer service and salesmanship
- Developed and maintained loyal client database to increase sales volume

HDFC

Field Sales

September 2018 to March 2019

- Understood the requirements of the customer and suggested loans according to their needs
- Provided financial advice, communicated with sales managers and finance managers in order to close deals and maintain loyal customer base
- Seek out new clients and develop networking to find new customers and generate lists of prospective clients
- Successfully completed all the monthly targets with additional business of 40%

Academic Qualifications

Degree	Year	Institute, University/ Board	Percentage
B.Com (Marketing)	2016	A.V.V.M.Sri.Pushpam College Poondi, Thanjavur	53.20
H.S.C	2013	National Higher Secondary School, Mannargudi	55
S.S.C.	2011	Ashoka Sishu Vihar Matriculation School, Mannargudi	57

Skill Set

- Complete understanding of automobile sales
- Effective knowledge over sales of financial instruments such as insurance
- Optimistic communication skills
- Ability to drive sales through innovative ideas
- Smart team player

Other Achievements

- Finished **Entrepreneur Development Cell Skill Course** Certified by Ministry of Science and Technology NSTEDB, Govt of India, New Delhi
- **Participated** in Special Camping Program organized by National Service Scheme Bharathidasan University
- **Student coordinator** for the inter college cultural competition “Pushpamala”

Interests and Hobbies

- Singing Carnatic music
- Playing cricket
- Playing Badminton

Personal Details

- Name : Vijay.K
- Father`s Name : Keerthivasan.S
- Mother`s Name : Rajeswari.K
- Date of Birth : 14-01-1996
- Gender : Male
- Nationality : Indian
- Marital status : Single
- Address : No:24/41, East Second Street
Mannargudi, Thiruvarur(DT)- 614001
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Declaration:

I declare that the above facts given by me are true to the best of my knowledge and belief.
