

# Vimal Television

State Head

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Experienced Regional Sales Manager with expertise in strategic planning fostered over 16+ years in Direct Sales , Cooperate Sales & Channel Management Proficient in counseling and coordinating sales teams to promote success and productivity with advanced leadership and program management abilities. Sales expert offering history of exceeding aggressive revenue goals.

## Skills

Business development and planning	<div></div> Advanced
Territory Management	<div></div> Advanced
Operations management	<div></div> Advanced
Sales expertise	<div></div> Advanced
Financial administration	<div></div> Advanced
Business administration	<div></div> Advanced

## Work Experience

2021-12 – Current

### State Head

*Alphatec Audio & Video Pvt Ltd, Chennai*

- Dealing with Top Audio and Video Brands
- Channel & Retail Management
- Achieved regional sales objectives by coordinating sales team, developing successful strategies and servicing accounts to strengthen business relationships.
- Met with each sales representative on monthly basis to answer questions, resolve issues and identify new strategies.
- Targeted prospects in other territories through careful research of competitor products, services and trends.
- Effectively recruited and hired highly talented individuals bringing exceptional skills and expertise to sales team.

- Participated in sales calls with direct reports to strengthen customer relationships and uncover possible opportunities for growth
- Understood and capitalized on industry trends to shape and enhance value-added solutions and strategies for new market developments
- Finalized sales contracts with high-value customers

2015-12 - 2021-11

## **Regional Sales Manager**

*Coolpad Technologies India Pvt Ltd, Tamil Nadu , Kerala & Srilanka*

- Products or services in specified region or geographical area.
- Manage Branches in region for increasing customer's acquisition, service delivery and maximize productivity to achieve business targets.
- Manage provides ongoing support to distribute and produce product or service. Identify and resolve incorrect journal entries, data anomalies, deviations from established procedures, and unusual issues.
- Manage HQ policies let us Admin department, Training department, HR department and Operation department.
- Handling more than 130 Manpower in TamilNadu and 90 Manpower in Kerala including ASM, TSM.
- Understood and capitalized on industry trends to shape and enhance value-added solutions and strategies for new market developments.
- Targeted prospects in other territories through careful research of competitor products, services and trends.

2011-01 - 2015-10

## **Team Manager**

*Sun Business Solution Pvt Ltd (Sun Direct DTH), Trichy*

- Administered monthly and annual reviews to direct reports and set clear and measurable goals, action plans and follow-up procedures.
- Drove performance of staff by creating incentives and positive work atmosphere and administering recognition and rewards programs.
- Evaluated employee performance and coached and trained team members, increasing quality of work and employee motivation.
- Identified and corrected deficient performance and behaviors to achieve maximum productivity.
- Product training and Business development.
- Expertise in managing teams, Process Training, interacting with clients from diverse. Increasing Door-to-Door sales by followup Team works.
- Handled 3 TSM and their Team and 60 Promoters, Given training to them as well as OJT Team. Handling outsourcing promoters for Inside sales and customer service agents.
- Resolved customer service issues by finding immediate solutions, increasing customer confidence and decreasing escalations to executive office

2009-01 - 2011-01

## **Team Leader**

*Ikyaglobal Vodafone Telecom, Trichy*

- Coordinated and conducted well-organized product presentations and demonstrations to potential Dealers
- Coached team members in customer service techniques, providing feedback and encouragement toward reaching sales goals.

- Initiated timely response to emails, voicemails and written correspondence.
- Connecting with Distributors for SIM postpaid / Prepaid
- Handled 7 distributors in Trichy and 8 in outer Market
- Analyzed sales data and kept up to date with market trends.
- Led team of 13 members while providing exceptional customer service
- Built strong relationships with customers through positive attitude and attentive response

2007-03 - 2009-07

## **Subject Matrix Experts**

*First Source Solution Vodafone, Trichy*

- Improved operations through consistent hard work and dedication.
- Vodafone Customer Care handling back end voice process
- Escalation calls handling
- Floor Managements and clarifying Doubts
- Support in Application process
- Prepared variety of different written communications, reports and documents
- Participated in team-building activities to enhance working relationships

## **Education**

2015-04 - 2017-04

### **MBA: Finance And Marketing**

*Bharathidasan University - Trichy*

2009-04 - 2012-04

### **Bachelor of Arts**

*Bharathidasan University - Trichy*

2004-04 - 2007-04

### **High School Diploma**

*Srinivasa Ploytechic College - Trichy*

2003-04 - 2004-04

### **High School: High School Teaching**

*St Mary's Matriculation - Trichy*

## **Certifications**

2021-03

Personal Trainer in Body Building

2021-03

Dietitian and nutritionist Training

## **Interests**

Body Building, Cricket