Vishank Gupta  
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**CAREER OBJECTIVE:**By excelling in Sales & Distribution field, I envision myself to shine in the corporate limelight. Want to integrate with work, add value to the organization and self growth by holding high responsibilities.

**SUMMARY:** Executive with great experience in sales with company standards in the areas of developing new business through active sales programs.

**Summary of Qualifications**

* More than three years’ of experience in direct sales.
* Strong solicitation/prospecting skills.
* Good communication skills (verbal and written).
* Profound ability to actively participate in industry related organizations.
* Uncommonly self-motivated and detail oriented.
* Great ability to manage time effectively and perform multiple tasks simultaneously.

**Professional Experience**Currently Working with LaxmiRemote IndiaPrivateLtd Noida as a Business Development Executive (WITHEARTHMA BRAND) from Dec 2014.

**Products:**All types of Universal Remote Control.

**Job Profile:**

* Launching of New Products of EARTHMA in my area.
* Taking Care of Primary and Secondary sales.
* Managing key outlets and maintaining good relationship with them.
* Increased effective visibility of the Brands.
* Super ceded Competitors’ Brands in terms of visibility.
* To Handle the Distributor and the Retailer to Achieve the Monthly Targets set by the Sales Manager.
* Retail channel management and well alignment with company policies and schemes from time to time.
* Solving market problems relating to claims, target achievements schemes etc.
* Follow formats/reports provided by the company.

**Previous Experiences:** Worked with Proctor and Gamble in third party payroll from July 2012 – Oct 2014, as an Sales Executive.(Amazon Distributors Pvt Ltd Shahdra).

**Product:**Gillete, Pamper, Whisper, Oral-b, Vicks, Old spice, Tide, Arial, Ambipure, Head&Shaulder, Pantene and rejoice.

**JobProfile:**

* Ensure proper execution o the Marketing activity designed by Brand Team.
* Developing vendor at local level for marketing activities.
* Co-ordination with the Head office marketing team.
* Maintained good rapport with Key Person of FORMATS andKey Outlet.

**Worked with Tata Telecom Services, Meerut from March 2009-April 2010.**

* Direct marketing of postpaid connections, data Cards, Sim.
* Meeting with small corporate to sell CUG Connections.
* Solving customers queries regarding service issues.

**Educational Background**

* Completed M.B.A (Marketing& Finance) from SRM University, NCR Campus (Modinagar).
* Completed Bachelor of Business Administration from KNMIET College, Modinagar.
* Completed a Diploma in Finance from IIJT, Ghaziabad.
* Completed Schooling up to 12th from C.B.S.E Board.

**Personal Details.**

Name: Vishank GuptaFather's name: Late Mr. R.K.GuptaLocal Address: 66, Sector-3, Bapa nagar, Karol Bagh, New Delhi, 110005.

Permanent address: Kasba Road begmabad Modinagar. Language known: English & Hindi Hobbies: Travelling & Reading Contact no. : +91-9968892460, 9286375431E-mail id. : [vishank.gupta87@gmail.com](mailto:vishank.gupta87@gmail.com)Passport Number: K3901090

**DECLARATION**

I hereby declare that the given information is true to the best of my knowledge and belief.

Date Vishank Gupta