##### **Vijay Thapa**

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**Brief Career Summary**

* + - *Almost 10 years of experience in Sales & Marketing*
    - *A dynamic and diligent professional with over 10yrsof experience in DTH & Consumer Electronics of Delhi NCR.*
    - *Adept at effectively dealing with Distributors and Dealers and other channel partners to meet their satisfaction and building good relationship with team..*
    - *An energetic team leader with management and team building skills.*

Company: Panoramic Holidays LTD.

Duration: Jun 2012– Present

Designation: Channel Sales Manager

Reporting to: RSM

**Job Profile: Open and maintaining New Channel Partner ( DSA / Franchisee ) And Give Proper Business Communication To Them . Handling Four CSE Team.**

Company:Perfect Enterprises.

Duration: Mar-2010 To April -2012

Designation: Business Manager

Reporting to: Director

**Job Profile:** Operating **Airtel Digital TV** Distribution network in East & Central Delhi. Responsible for all business needs and support. Handling all telecom dealers with the team of six sales executive for East & Central Delhi

Company: Dish TV India Ltd.

Duration: Sep- 2008 to Feb- 2010

Designation :Sr.Sales Executive

Reporting to: R M

**Job Profile:** Operating Distributers (2) network in South Delhi area, Responsible for achieving their primary and secondary and territory sales target, managing Distributor inventory & monitoring proper liquidation of their stock .Timely settlement of Distributors and Dealer claim.

Company: TCL India Holdings Pvt. Ltd.

Duration: Oct- 2007 to Aug- 2008

Designation: Sr. Sales Executive

Reporting to: BM

**Job Profile:** Operating Distributers (1) network in West & North Delhi area, Responsible for achieving their primary and secondary and territory sales target, managing Distributor inventory & monitoring proper liquidation of their stock .Timely settlement of Distributors and Dealer claim.

Company: Tata Sky Ltd.

Duration: April- 2006 to Sep-2007

Designation: Pilot Sales Representative

Reporting to: Area Manager

**Job Profile:** Handling dealer and Distributor channel in south Delhi,Manage Distributors stock inventory and monitoring stock liquidation of their stock. Responsible for appointing new sub-dealers for digicom & recharge vouchers. And communicate scheme / promo and

other detail about product in the territory. Handling ateamof 4 DSR and 15 ISD’s.

Company: L G Electronics India Ltd.

Duration: Jul- 2003 to Dec- 2005

Designation: Sales Coordinator

Reporting to: Sr. Sales Executive

**Job Profile:** Responsible for achieving secondary and tertiary sales targets. Appointing new dealers as well as sub-dealers.

Educational details

Graduate in Arts from Allahabad University (H.S.S.P), Allahabad (2001-2003)

Personal details

Date of Birth : 27/11/1977

Father Name : Shri Hari Singh

Place of Birth : New Delhi

Marital Status : Married Status