Vaibhav Vats Shukla

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OVERVIEW:

A creative, confident and enthusiastic individual with strong communication skills, marketing and selling experience of around 1.5 years, who is always yearning to understand the customer, and building and sustaining relationships.

PROFESSIONAL EXPERIENCE:

**American Express, Gurgaon, India**

Sales Manager (March 2015 – Current)

* Working on selected leads from the sales funnel –scheduled meetings with Directors, CFOs, etc. and presented B2B services to clients, and ensuring due diligence is undertaken to close deal.
* To build sales funnel – researched, cold calling, and generating leads.
* To build customer base – scheduling meeting with clients, follow up with clients for due diligence activities
* Recognized as Consistent Performer in successive months.

**Nobilia Kitchens, New Delhi, India**

Business Developer (March 2014 – March 2015)

* Direct sales to Architects, Interior Architect, Contractors & end users.
* Institutional sales (Projects) for the High value Product Segment.
* Work extensively in coordination and association with leading Architects, Interior Designers, Builders & - Developers. Product Approval through Influencers. Product Participation (Value Sales) in On-Going and Up-Coming Projects PAN India.
* Business analysis & Data maintenance.
* Strategic Planning - Formulate Marketing & Sales strategies and policies to be implemented in the Indian market and to achieve set figures.
* Business Development and Institutional Selling
* Tracking and managing the sales of Products within the defined Territory
* Manpower planning and management for the projects.
* Preparing Reports with a view to appraise top management of the routine business operations and assist in critical decision-making process.

ACADEMIC CREDENTIALS:

* Uttar Pradesh Technical University

Completed **Masters in Business Administration**, with specialization in Marketing & IT with more than 60% (August 2012 – December 2014).

* Kanpur University

Completed **Bachelors in Business Administration** with a Marketing & Finance with 65.29% (July 2009– June 2012).

* **Class 12th** from International Centre English School, Kanpur, in 2009 with 63.40%
* **Class 10th** from Maharishi Vidya Mandir, Orai in 2007 with 74.80%.

PERSONAL DOSSIER:

* Date of Birth:7th August 1992.
* Residential Address:10/90, Khalasi Line, Kanpur, Uttar Pradesh-pin 208001
* Languages Known: Hindi & English (read, write & speak)
* Interest & Hobbies : Movies, Music, Video Games, Internet surfing, News, etc.