

Yogesh Vashistha
House No:-48
Village-Harfla
Faridabad
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Objective

A challenging position as a financial management in which I can fully utilize my skill set and experience in consulting, marketing, Investment and development, contribute to an organization whose clients will benefit from my strengths in revenue enhancement, economic analysis, product development, governance system development, performance bench-marking, and other organizational enhancements.

Summary

A highly motivated, team-oriented management professional with four years experience in business development of sales .Strong analytical skill. Able to quickly identify problems and successfully implement solutions. Outstanding communication, presentation, and sales skills. Strong ability in personnel interviewing, training, and motivating. Skilled in organization and office procedures. Ability to achieve immediate and long-term goals and meet operational deadlines.

Work Experience

Organization: BAJAJ Allianz Life Insurance company ltd
Designation: Sales Manager
Duration: 14thMarch'09 -Till Date

Responsibilities Undertaken:

Business Development/sales

- 1Managing marketing and sales operations for achieving increased growth and bottom line profitability and initiating market development efforts.
- 2Analyzing latest marketing trends and tracking competitors' activities and implementing competent business strategies to market a wide range of products and achieve pre set sales and profit targets.

Client Relationship Management

- 3Identifying prospective clients, generating business from existing clients.
- 4Building and maintaining healthy business relations with major corporate and HNI clients ensuring maximum satisfaction by achieving delivery and quality norms.

People Management

- 5Recruiting, managing and monitoring the performance of team members to ensure efficiency in business operations and meeting of revenue targets.
- 6Conducting meetings for setting up sales objectives and designing or streamlining processes to ensure smooth functioning of sales operations.

Organization: Avon Tube Tech pvt LTD
Designation: Marketing Executive
Duration: Feb'08 -Feb'09

Responsibilities Undertaken:

- Utilize appropriate interpersonal styles and methods of communication to obtain new business
- To make deep relationships across the new & exiting customer . Overcome objections and general problem solving.

Organization: IndiaInfoline ltd
Designation: Relationship Manager
Duration: Sep'07-Jan'08

Responsibilities Undertaken:

- Handled & manage the portfolio of the potentials clients.
- Prepared the Party for opening the new business.
- Successfully handled their trading in stock markets.
- Aware the people who don't have the knowledge of stock markets

Education Qualification

- ☐ B.Com from Aggarwal college ballabgarh, Under MDU Rohtak.
- ☐ 12th with from (H.B.S.E) Bhiwani.
- ☐ 10th with from (H.B.S.E.) Bhiwani

Professional Qualification

MBA [2007] From BSA Anangpuria Institute in Technology & Management, Alampur, Faridabad (Hry.) under MDU Rohtak.

Specialization

- FINANCE
- MARKETING

Summer Training

Organization: **JCB India Ltd. Faridabad.**

Title : Working capital Management.

Computer skills

Windows, MS Word Power point, Excel, Internet

Hobbies/Interests

Internet Surfing, social service, Interaction with people,cricket

- **Extra Curricular Activities** Member of College Cricket team, remained university champions for two consecutive years.
- Participated in various debates and declamation contests.

Personal Details

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|--------------------------|---|
| Father's Name | Sh. Suresh Chand |
| Date of Birth | 14 th April, 1984 |
| Nationality | Indian |
| Marital Status | Married |
| Permanent Address | H.No. -48,,village -Harfla,Post-Gadpuri,Teh-Ballabgarh, District-Faridabad,(Haryana) |

References

Yogesh Sharma

Date --

Place --