

Seeking challenging assignments in **Product Sales/ Solution Selling/ Business Development / Key Account Management** with an organization of repute

**VISHAL GUPTA**

:+91-9953225332

: [vishalgupta10391@gmail.com](mailto:vishalgupta10391@gmail.com)

: G-3, 901/Sector-3 Vasundhara, Ghaziabad (201012)

PROFILE SUMMARY

**A competent professional with nearly 1.9 years of experience in:**

Sales & Marketing Business Development Client Relationship Management

Key Account Management Proposal Making

* Over 1+ year of diverse experience in Sales & Marketing, Business Development and Team Management.
* Exposure in Business to consumer implementation of various products.
* Experience in implementation of the process, managing team and supporting effective management.
* Strong communication, people management, problem solving.

EMPLOYEMENT DETAILS

July’2013 -till date: Info Edge India Ltd. (Naukri.com)-Noida

Naukri.com_Logo.jpg

Naukri.com_Logo.jpg

Growth Path:

July’2013-September’2014 - Associate Senior Executive

September’2014 –till date - Senior Executive

Role:

* Steering efforts towards driving product sales in the India, Middle East market and other International location.
* Handling a core lead process of International mailer.
* Convincing customer to use Naukri.com & Naukrigulf.com
* Sell Resume services to assigned sales target, meeting the target through B2C process, maintaining client relationship with existing client.

INTERNSHIP

Organization: Smart Solution

Position: Sales Intern

Duration: October 2012 to July 2013

Job Responsibility: Selling Restaurant billing machine & Note counting machine, customer services, deal with corporate clients.

Organization: Unicon Investment Solution

Position: Sales Intern

Duration: September 2011 to October 2012

Job Responsibility: Opining D-mate account, generating leads through various sources, maintaining account.

ACADEMIC DETAILS

|  |  |  |  |
| --- | --- | --- | --- |
| Degree/Course Name | College/School Name | University/Board Name | Year of Passing |
| PDBM(Marketing)  (Professional Diploma In  Business Management) | WLCI  (Wigan & Leigh college, India) | Affiliated To UK University | 2013 |
| BCA(Bachelor of Computer Application) | IIMT(Indian Institute of Management Technology) | CCS(Choudhary Charan Singh University) | 2011 |
| 10+2th (Science) | Babu Lal Jain Inter College | U.P. Board | 2007 |
| 10th | Vivekanand Inter College | U. P. Board | 2005 |

Strengths:

* Honest with myself and my work
* Strong willpower

Awards & Recognition in Studies & Job:

* Pilot Of Productivity – For overachieving the month target by a high margin & consistently achieving monthly target.
* WLC Quiz completion winner in 2012

Interest & Hobbies:

* Listening to music
* Watching movies

PERSONAL DETAILS

Date of Birth: 10th March 1991

Languages Known: English, Hindi

Declaration: I hereby declare that all the information’s given above are true to the best of my knowledge.

Place:

Date: Signature