## **Vikas Rai Visen**

## Email: [vikas.visen@gmail.com](mailto:vikas.visen@gmail.com) Contact: +91-9873633047

**OBJECTIVE**

**STRENGTHS**

Take up challenging work & responsibilities which gives me an opportunity to enhance my skills, and help me utilize them to the fullest.

**EXPERIENCE**

**STRENGTHS**

**Total experience** - 5 **years +**

1. Working as a **Business Development *Manager*** in BE (Advertising Service Provider): ***June 2010 Till Date.***

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**Job Responsibilities:**

1. Generating leads and efficiently keeping in regular contact with existing prospects
2. Understanding and keeping up-to-date with constant developments in the communications industry and agency market
3. Identifying areas for expansion and development
4. Create weekly/monthly forecasts on revenue/target management and end of month reports on revenue and market performance
5. Delivering against these targets to ensure revenue expectations are met
6. Working closely with the marketing department to develop bespoke campaigns to relevant prospects
7. Inputting into sales and marketing collateral – how the business positions itself for various audiences
8. Maximising networking opportunities and regularly using conferences, events and trade shows to increase awareness and develop a further network of contacts

*Reference available on request.*

**ACHIEVEMENT**

**Worked** for Clients Like **Maruti Suzuki, Alere Medical India Pvt Ltd, Pirelli Tyre, ATS Infrastructure Ltd, Pentair, Markem Image India Pvt Ltd** & **SUZLON India**

**Cleared IBPS Bank PO 2011**

**ACADEMIA**

1. Pursuing 2nd Year M.A (Economics) from **Indira Gandhi National Open University**
2. **Graduation** in Economics, IRPM and Computer Applications from **Delhi University** in **2008.**

**PERSONAL SKILLS**

1. Able to get along well with co-workers and accept supervision.

2. Proven success in initiating, promoting and maintaining strong interpersonal relations and able to deal courteously, professionally, and tactfully in various circumstances.

**Interests:**

Music, sports (Cricket).

**Language Proficiency**: English, Hindi.

**PERSONAL DOSSIER**

**Father’s Name** : Mr. Virendra Rai

**Date of Birth** : 28-July-1984

**Marital Status** : Single

**Gender** : Male

**Address**  : 1201 A 2nd Floor, Maruti Vihar, M.G. Road Gurgaon 122002

**Passport No.** : Z1998183

**Nationality** : Indian

**DECLARATION**

I hereby declare that the above mentioned particulars are true to the best of my knowledge.

**Date:** 6th August 2015

**Place:** Gurgaon Vikas Rai Visen

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