

Vishnu Pillai

Regional Marketing & Sales Head / Certified Project Manager

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CAREER OBJECTIVE

A Self-motivated and detail-oriented sales professional with five years of supervisory experience seeking a management position with an organization of repute as an opportunity to apply my advanced knowledge of sales and customer service for the overall growth of the organization and myself.

PROFESSIONAL SNAPSHOT

Erroma Petrochemicals Pvt Ltd, Ahmadabad, Gujarat.

May, 2019 - Present

- Responsible for delivering sales and revenue targets via following sales processes and formulating marketing strategies.
- Identifying present and potential clients and maintaining long term relationship ensuring continual and incremental sales.
- Developing plans for the region to achieve targets and ensuring company standards and procedures are followed.
- Handling regional sales and marketing, strategic planning and reviewing; determining regional sales and implementing change.
- Accountable to meet regional sales financial objectives by forecasting requirements; preparing an annual budget and scheduling expenditures.

Etech Global Service Inc, Vadodara, Gujarat.

June, 2017 - May, 2019

- Customer Sales Representative for US based firm "Verizon".
- Converting enquires into sales and build customer relationship.
- Maintaining customer confidentiality.
- Promoting products and services.

<i>ACADEMIC CREDENTIALS</i>

- Higher Secondary School from Unity School, Ankleshwar, Gujarat - 2014
- Bachelor of Business Administration from Madras University, Chennai, Tamil Nadu. -2017
- Master of Business Administration from Indian School of Business Management, Ahmadabad, Gujarat - 2021

<i>KEY SKILLS</i>

- Communication
- Team Handling
- Building Relationship
- Negotiation
- Sales Planning
- Territory Management