

# Curriculum Vitae

## **Vikas M Limbachia**

301 New Shiwangi Intercity F-Wing,  
On Canal, Thakkarbapa Road,  
Ahmedabad-385025.

**Mobile No** : 07048168884  
**E-mail** : limbachiavikas@gmail.com  
**Date of Birth** : 10th Sep 1988  
**Marital Status**: Unmarried.

### **Personal Profile**

A mature, self-confident and motivated individual. Someone who adapts well under pressure, whilst remaining good humored.

I thrive on challenge and progression I give my all strength and I am always willing to learn. I am computer literate and have the ability to adapt to different surroundings. I enjoy working in a team and am able to prioritize my work in order to meet deadlines. I would be an asset to your organization and a valuable member of your team.

### **Professional Experience**

- **Organization** : Kanhai Foods Pvt Ltd.(Kabhi-B Bakery & Patisserie)  
**Role** : ASM.  
**Location** : Ahmadabad.  
**Duration** : 2<sup>nd</sup> Sep 2014 to Till Date.

#### **Job Responsibilities:-**

- ❖ Managing 21 KabhiB Outlet.( Ahmedabad-4,North Gujarat-12 & Suarashtra-5).
- ❖ Provided optimal customer service and assisted customers in selecting appropriate product for events.
- ❖ Ensured customer satisfaction at all times and work according to his or her requirement.
- ❖ Maintaining daily “dealer wise” and “gate meeting wise” sales report to manage sales level at dealer& retailer end to ensure product availability at all times.
- ❖ Ensuring achievement of the target and proper market service through the Franchise and the sales team.
- ❖ Managed packaging of product and displayed products in store windows to attract more customers to store.
- ❖ Ensured product rotation on display on a regular basis according to company standards.
- ❖ Maintained inventory of products and prepared accurate records for same.
- ❖ Maintained a bakery team and assisted in taking necessary interviews.
- ❖ Coordinated with team members and maintained security standards.
- ❖ Managed sampling and temperature for products and prepared necessary worksheets.
- ❖ Prepared various store programs for regional platform.

#### **Lead front line field force:-**

- ❖ 21Outlets.
- ❖ 41 (franchises & Outlets staff).

#### ***Achievements:***

- ✓ *Awarded with Best ASM in the company for the Constant Best Performance for the year 2017.*

- **Organization** : Reliance Communication.  
**Role** : Marketing Executive.  
**Location** : Mumbai  
**Duration** : 10<sup>th</sup> Jun 2013 to 25<sup>th</sup> Aug 2014.

**Job Responsibilities:-**

- ❖ Managing the Distribution network in Malad (E) Mumbai for the prepaid sales.
- ❖ Ensuring achievement of the target and proper market service through the distributor and the sales team.
- ❖ Planning the budgets and the schemes to be utilized in the market.
- ❖ Planning and implementing promotional activities in the assigned territory.
- ❖ Managing a team of 10 people comprising of salesman, back end operators, merchandisers and runners.
- ❖ To achieve primary, secondary & tertiary targets of sim cards, handsets, physical recharge, e recharge.
- ❖ Maintaining daily “dealer wise” and “gate meeting wise” sales report to manage inventory level at dealer end to ensure product availability at all times.

**Lead front line field force:-**

- ❖ 1 Distributor
- ❖ 6 DSR.
- ❖ 2 Backend staff.
- ❖ 1 Merchandiser
- ❖ 1 Runner.

***Achievements:***

- ✓ *Awarded with the Debutant Quarter Winner Award in the company for the Best Performance & by business nomination for constant best performance for 2 quarters.*

- **Organization** : Just Dial Limited  
**Role** : Marketing Executive.  
**Location** : Mumbai  
**Duration** : Sep 2011 to May 2013.

**Just dial India's No.1 local search engine provides comprehensive updated information on all B2B and B2C Products and Services.**

**Job Responsibilities :**

- ❖ Maintaining and developing new customers
- ❖ Generating the leads from Reference ,Good Networking Skill and from database
- ❖ Achieving monthly target
- ❖ Servicing the existing as well as new corporate clients.

***Achievements:***

*Awarded with Best Marketing Executive in the company for the Constant Best Performance for the Jan 2013, Feb2013 & March 2013.*

- **Organization** : Reliance Communication (Swanaush Communication)  
**Role** : Store Manager.  
**Location** : Mumbai  
**Duration** : Feb 2007 to Aug 2011.

**Job Responsibilities :**

- ❖ Customer care.
- ❖ Monitoring a team of 12 Tele callers & 9 FOS Executive of collection.
- ❖ Handling of Corporate & High Value Customers.
- ❖ Generating revenue through sales.
- ❖ Maintaining and developing new customers & servicing the new clients.
- ❖ Conducting Road Show to get the Monthly Business.
- ❖ Generating the leads from Reference & Good Networking Skill.
- ❖ Handling of Collection & sales Telecallers Team.
- ❖ Solving Dispute & Queries of Corporate & High Value Customers.
- ❖ Maintaining of Collection Reports & Billing.

**Education Qualification**

**Bachelor of Commerce's from Mumbai University 2011.**

**Computer Knowledge**

Basic & Practical Knowledge of Computer (MS – Word, MS-Excel)

**Languages Known:** English, Hindi, Marathi and Gujarati.

**Date: -**

**Place: -** Mumbai.

**(Vikas M Limbachia)**