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**Resume**

**Chirag Vala**

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**Job Objective:**

Having worked for about Three years as a Team Leader, I see myself growing into leadership positions with more challenging roles, which would enhance my skills and help me, grow with the organization. I have total 8 years of work experience.

**Work Experience:**

**Presently I am working in B 5 Plus Ltd West Africa since Mar 19 till conti.**

**Name of Organization: - B 5 Plus Ltd ( West Africa)**

**Designation: -**  Branch Manager

**Department: -** Sales & Marketing

**Location: - Ghana, West Africa**

**Job Profile/Responsibilities:**

* Handling the Branch and help them to achieve the target
* Handling Traders, Retailers as well as Corporate Segments
* CRM activities for existing customers
* Planning for the sales and collections targets on a weekly and monthly basis

**Nexa Popular Wheelers (I) Pvt Ltd for 2.9 yrs ( June 16 - Mar 19)**

**Name of Organization: - Nexa Popular Wheelers**

**Designation: - Sr.** Marketing Manager

**Tenure: -** 2.9 years

**Department: -** Sales & Marketing

**Location: - Ahmadabad, Gujarat**

**Job Profile/Responsibilities:**

* Handling the team of 6 people and help them to achieve the target
* Handling SME as well as Corporate Segments
* CRM activities for existing customers
* Planning for the personal sales targets on a weekly and monthly basis
* Event Activities for the Society, Corporate etc.

**Achievements :-**

1. **Certified Relationship Manager by Maruti Suzuki (NEXA)**
2. **Awarded as Best performer consecutive three months**
3. **Topper in Retails amongst all RM**
4. **Awarded Trophy for Zero Complaint of the Customers**
5. **Promoted for the Relationship Manager to Sr. Relationship Manager**
6. **Biggest Achievement won Foreign Trip for the month of Dec-17**
7. **Certified Sr. Relationship Manager by Martui Suzuki ( NEXA)**

**Wintech Elevators Tanzania Ltd for 1.4 yrs (December 2014 – April -2016)**

**Name of Organization: -** Wintech Elevators Tanzania Ltd

**Designation: -** Marketing Manager

**Tenure: -** 1.4 years

**Department: -** Sales & Marketing Cum Store Manager

**Location: -** Dar-es-Salaam, Tanzania

**Job Profile/Responsibilities:**

* Handling the Whole Store for the Weighing Scales & Weighbridge
* Acquisition of New Client for Tiles, Weighing Scales, Weighbridge & Elevators
* Revenue Generation form the Client
* Taking Annual Maintenance Constract for all products
* Handling SME as well as Corporate Segments
* CRM activities for existing customers
* Prepare and Maintain Excel Sheet for the Selling, Expenses & Stock

**Kotak Securities Ltd for 2.4 yrs (August 2012 – November 2014)**

**Name of Organization: -** Kotak Securities Ltd

**Designation: -** Deputy Manager

**Tenure: -** 2.4 years

**Department: -** Sales

**Location: -** Ahmedabad

**Job Profile/Responsibilities:**

* Acquisition of New Client for Saving Bank A/c, Trading & Demat A/c, Bonds, MF, FD
* Revenue Generation form the Client
* Provide Guide line for Investing money
* Provide Guide line in Portfolio
* Handling Team of Two People getting the sales from them
* Handling SME as well as Corporate Segments
* CRM activities for existing customers
* Planning for the personal sales targets on a weekly and monthly basis

**India Infoline Ltd for 1 yr (September 2011 – August 2012)**

**Name of Organization: -** India InfolineLtd.

**Designation: -** Asst. Manager

**Tenure: -** 12 months

**Department: -** Sales

**Location: -** Ahmedabad

**Job Profile/Responsibilities:**

* Do Trade on behalf of Client
* Handling Team of Two People getting the sales from them
* Handling SME as well as Corporate Segments
* CRM activities for existing customers
* Planning for the personal sales targets on a weekly and monthly basis

**Religare Securities Ltd for 1 yr (October 2010 - September 2011)**

**Name of Organization: -** Religare Securities Ltd.

**Designation: -** Sr. Acquisition Manager

**Tenure: -** 11 months

**Department: -** Sales

**Location: -** Ahmedabad

**Job Profile/Responsibilities:**

* Planning for the personal sales targets on a weekly and monthly basis
* Handling SME as well as Corporate Segments
* CRM activities for existing customers
* Cross Selling of Investment plans

**Reliance Communications for 1 yrs and 5 months (April 2009 - August 2010)**

**Name of Organization: -** Reliance Communications Pvt. Ltd.

**Designation: -** Team Leader

**Tenure: -** 1yr. & 5 months

**Department: -** Sales

**Location: -** Ahmedabad

**Job Profile/Responsibilities:**

* Handling a team of 5 people
* Planning for the team and personal sales targets on a daily, weekly and monthly basis
* Directing team members for cold calling
* Training team members in regards to product knowledge, soft skills, etc.
* Handling SME as well as Commercial Segments
* Recruiting candidates for my team
* CRM activities for existing customers

**Reliance Communications for 9 months (Sept. 2006 - Jun 2007)**

**Name of Organization: -** Reliance Communications Pvt. Ltd.

**Designation: -** Sr. Sales Executive

**Tenure: -** 9 months

**Department: -** Sales

**Location: -** Ahmedabad

**Job Profile/Responsibilities:**

* Designing solutions for the prospective clients
* Demonstrating product range and pricing details

**Achievements**:

* Achieved an award of **Outstanding Performance for the Month** from Reliance Communications.
* Awarded twice with special gifts, for achieving special targets in single day.
* Won the **Spot Incentive** for **Special Target** for completing target with in specified time limit.

**Academic Qualification**:

2008 M.B.A., Marketing from TASMAC (Pune), (Affiliated to University of Wales, UK) with 55%

2006 B.Com from Gujarat University with 55%

2003 H.S.C from Gujarat Higher Secondary Education Board with 64%

2001 S.S.C from Gujarat Secondary Education Board with 54%

**Computer Skills:**

* Complete knowledge of MS-OFFICE
* Knowledge of Software Installation and Hardware

**Dissertation:**

Factors Influencing Consumer Preferences towards Purchasing Branded Jeans - A study conducted in Ahmedabad

**Languages Known:**

English, Hindi & Gujarati