

CURRICULAM VITAE

PARMAR VINAY VIRENDRABHAI

A-102, Shamyank, Residency
Opp. Neelkanth Resi. Narol , Ahmedabad – 382405
Contact No. : 7016741564,
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CARRIER OBJECTIVE :-

To have a responsible and challenging position within a professional environment where I can learn, utilize and further enhance my expertise background with your organization for achieving goals and objectives .

ACEDEMIC QUALIFICATION :-

- 10th passed Gujarat Board-2011
- 12th Passed with Science 2015 Gujarat Board
- BA passed with baba Ambedkar open University 2021

● EXPERIENCE :-

- Worked with Divyabhaskar Press As a Team Leader 2015 to 2016
- Worked with Sandesh Press As a Zone In charge Experience 2016 to 2018
- Worked with DS Spiceco Pvt Ltd Sales officer in one year experience 2018 to 2020
- Worked with Reliance retail Ltd Sales officer 2020 to 2022
- Worked with Bijnis B2B Company Team Leader 2022
- Currently working with Jio Infocomm Ltd as assistant manager

ROLES AND RESPONSIBILITIES:-

- The responsibility for point of contact for the onboarded merchants (retailers and wholesale) and requires working in the field as per the beat plan..
- Adherence to beat plan and usage for jio beat planning app during Market visits.
- Mapping of the retailers based on market visits within the territory.
- Responsible for on-boarding of customers for the products and services on the Reliance B2B Platform within the assigned territory
- Profiling of every retailers within the database and initial coverage to ascertain interest and enrolling prospects.
- Responsible for recruitment and on- boarding of interested retailers and wholesalers, building and maintaining strong professional relationships with them.
- Driving the usage and adoption of products and services on the Reliance B2B Platform,communicate the schemes and promotions to the retailers.
- Responsible for demonstration and handholding of each customer in the initial stages of the platform adoption to ensure that the discovery and ordering processes are place
- Responsible for training and troubleshooting support for his set of customers with respect to the platform and any of products or services.
- Responsible for achieving on-boarding target, activation targets,sales/collection target and delivery of high quality customer service to existing and potential customers.

- Act as appoint of contact for attending return request from the customers and aid in addressing their concerns

PERSONAL DETAILS :-

Father's Name	:-	Virendrabhai Parmar
Date of Birth	:-	15/09/1995
Nationality	:-	Indian
Religion	:-	Hindu
Gender	:-	Male
Marital Status	:-	Unmarried
Language Known	:-	English & Hindi, Gujarati
Hobbies	:-	Traveling, Listening Music And Reading

DECLARATION :-

I, Mr. Vinay Parmar, Hereby declare that all the above information is true to the best of my knowledge and belief.

Place :- Ahmedabad

Date :-

(VINAY PARMAR)