# D101, Karnavati-4, Nr.Divinelife international School, Narolgam Narol - Ahmedabad -382350

**Contact No.:- +91-8866969989**

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# PERSONAL DETAILS :-

**Name: -** Vijay Kishorbhai Panchal

**Date of Birth: -** 26th Aug.1988

**Nationality: -** Indian

**Marital Status: -** Married

**Hobbies: -** I am a fun loving guy everything that makes me smile that’s my hobby.

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

# SKILLS:-

* Corporate Communication
* Creative team leadership
* Complete dedication an focus on my work
* Marketing Strategies and campaigns
* Maintain good public relations
* Very good knowledge about computer and Internet
* Sales Trainer
* Business coaching
* Management system Expert

# ACEDEMIC BACKGROUND :-

* passed SSC from Sahjanand Vidyalaya (G.S.E.B) in 2004
* Passed HSC from Bhavana Vidhyalaya (G.S.E.B) in the year 2006
* Completed my graduation from Gujarat University in 2009

# PROFFESIONAL EXPERIENCE :

* **Company Name:** Global Trips India pvt ltd.

# Designation: Franchise Head – India

* **Work Profile** :- To work on the client base given by the company in my territory of India ,
* Explain the business model, estimated revenue, PNL, Management of the staff, etc..
* Having the responsibility of arranging marketing events and branding activity of the product, also for the sales targets
* To handle the Sales Training program of all franchise in Gujarat and give them local support to develop the business. also I was responsible for the monthly targeted business of the franchise.
* To make Sales strategy (monthly , Quarterly and Yearly) for franchise
* **Work Duration** : since November 2018 to March 2020
* **Company Name:** S K Green Home Appliances Pvt. Ltd.

# Designation: Gujarat Sales Head

* **Work Profile** :- Develop Dealers and Distributors for GREE AIR-Conditioner ,
* Having team responsibility for selling Air conditioner , Handling the team of 8 Sales Person and motivate them to achieve the targets,
* Having the responsibility of arranging marketing events and branding activity of the product,
* To handle the Sales Training program of sales team and also the dealers and distributors.
* To make Sales strategy (monthly , Quarterly and Yearly)
* **Work Duration** : since 26th August 2016 to October 2018
* **Company Name:** Indian Institute of Learning and Development Pvt. Ltd.

# Designation: Business Consultant

* **Work Profile** :- To sell the business management program by recruiting growth partners like CA , CS, Advocates Insurance Agents etc..
* To generate the leads from the Growth partners and sell them our management product .
* Also I was Promoted as Senior Business Consultant where I was having team responsibility of 3 Business Consultant
* in 2014 I was promoted as ABM(Assistant Branch Manager)
* **Work Duration** : since 2012 May to 20th August 2016
* **Company Name:** ShiwShuoyu Machinery.

# Designation: Sales and Project handling Manager for India

* **Work Profile** :- Concept selling of Quartz Solid Surface manufacturing Machinery , Provide the foundation designs , and handling the plant until the continues production starts .
* **Work Duration** : May 2009 to June 2012 to March.

# TECHNOOGY :-

* Complete knowledge of Ms Office
* Very Good browsing skills on Internet
* Social Media

# CAREER CONCEPT :-

* To secure a position in a challenging environment which will utilize my skills, experience and abilities while providing opportunities for professional growth
* Promising to give in my 100%

Date:- 15/1/2023 Vijay Panchal