# Vishal Atulchandra Mehta

# Vishalmehta889@gmail.com

**CellNu-08758560433**

**PURPOSE OF THE POSITION**

As I have strong knowledge of Sales I am interested to work in an organization where I can responsible for providing sales, support in order to ensure that municipal services are provided in an effective and efficient manner.

**MY WORKING EXPERIENCE:**

* I have working with Evereday India Ltd as a sales Executives from Aug 2017 to till Date ( Home Appliances Items )
* I have working with **Century Led Ltd** as a Sales executives from Sep’2016 to July 2017
* I have working with Meeeraya Sales as a Salex executives from Mar2015 to Aug2016 ( Dealing with Abb,Norysis,Anchore (Ahmedabad)
* I was worked with **Shriji Electrical as a Sales Manager** from jan-2009 to jan-2014 (Dealing with Polycab wires & cables , ABB switchgear, Sintex , Finolex wires& cables and many more (AHMEDABAD).
* I was worked with **BHARTI AIRTEL LTD.(Broad Band & telephone Services).** As a sales officer from Jan- 2007 to dec-2008 (PUNE)

**Job brief**

We are looking for a competitive and trustworthy Sales Executives to help us build up our business activities. You will be responsible for discovering and pursing new sales prospects and maintaining customer satisfaction.

**The goal is to meet and surpass the company’s expectations to drive rapid and sustainable growth**

**Responsibilities**

* Conduct market research to identify selling possibilities and evaluate customer needs
* Activity seek out new sales opportunities through cold calling, networking and social media
* Set up meetings with potential clients and listen to their wishes and concerns
* Prepare and deliver approptoate presentations on products/ services
* Create frequent reviews and reports with sales and financial data
* Ensure the availability of stock for sales and demonstration
* Patriciate on behalf of the company in exhibitions or conferences
* Negotiate/close deals and handle complaints or objection
* Collaborate with team to achieve better results

**Knowledge**

* \*Office administration
* \*An understanding of relevant legislation, policies and procedures
* sales and marketing strategy

**Skills**

* \*Team building
* \*Analytical and problem solving skills
* \*Decision making skills
* \*Effective verbal and listening communications skills
* Computer skills
* \*Stress management skills
* \*Time management skills

**Personal Attributes**

* Be honest and trust worthy
* Be respectful
* \*Possess cultural awareness and sensitivity
* \*Be flexible
* \*Demonstrate sound work ethics

**Job Responsibilities:**

* To achieve the target set
* To plan and implement Marketing Strategy
* To handle the queries of Customers regarding Products.
* To build and maintain good rapport with Customers.
* To do Preliminary survey
* To establish the Product in the given territory.

**MY HIGHEST QUALIFICATION:**

Bachelor of Commerce – Vinoba Bhava university – April 2008

**PERSONAL DEATAIL**

**NAME** – Vishal Atulchandra Mehta

**FATHER NAME**– Late Atulchandra Mehta

**MOTHER NAME** – Smita Atulchandra

**D .O.B** - 23-JULY-1986

**MARTIAL STATUS**–Single

**LANGUAGE** - ENGLISH , HINDI & GUJRATI

**(Vishal ATULCHANDRA MEHTA)**