**Vivek Chauhan** [vivek.vivmail@gmail.com](mailto:vivek.vivmail@gmail.com)

Male|Nationality: Indian |DOB: 24-10-1985Mob: +91-9971116855

Current Location: Ahmedabad, Gujarat, India

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| Professional Experience (6 Years 4 Month) |
| **Sales Manager: Distribution and BD, Gujarat ,*Tally Solutions*** January 2015- Present( 15 Months) |
| *Key Skills /Area of Expertise:*  Distribution Management, Account Management, Channel & Direct Sales, Vendor Management |
| * Own the sales happening in the state of Gujarat * Establish the organizational objectives of distribution network for our products for defined period and geography * Engage with distributors to prepare and operate their business plans * Work with distributors to deliver results from specific sales initiatives |
| **Manager, Business Development, *Tally Solutions Private Limited*** May 2011- Dec 2014 (43 Months) |
| *Key Roles and Responsibilities :*   * **Account Management:**   Nurturing a set of Key Clients, by working with them closely, understanding their product usage patterns, further requirements of all the stakeholders from the system, identifying scope of upselling and ensuring customer satisfaction so as to gather references and reaching out to them as well.   * **Channel Management:**   Managing and driving sales through channel partners, creating new partners, mentoring, guiding and imbibing in them skills to sell and manage the key clients by classroom and On the Job Training sessions   * **Enterprise Sales:**   Interact with a set of Small and Medium Enterprises in order to sell the flagship product and an Enterprise class data server, which involves meeting different stakeholders, gathering their requirements, mapping them to the features available, deployment of the product, demonstrating the value proposition, commercial negotiations and sales closure. |
| *Key Projects and Achievements:*   * Picked by the North Head to be a part of the team of about 15 to brainstorm, devise a strategy and put forth steps to stimulate and boost the eco-system in general. * Pratham Project to drive year end targets through channel partners: -   Engaged with close to 40 customers directly and operated with close to 60 Tally Partners to drive year-end targets.   * Managed a team and be responsible for day to day operations for segment focused approach where company put in all energy to train, educate and tap a particular market |
| **Software Engineer, L&T InfoTech** Nov 2007-May 2009(18 Months) |
| *Key Skills/ Area of Expertise:*  C++, Java, Oracle Weblogic Server Admin (Weblogic Certified)  *Projects :* *Citi Cate (Infrastructure Management Service), Employee Recruitment System*  *Key Achievements:*   * Picked up for the Centre of Excellence of L&T Infotech * Team Lead in the project gladiator phase |

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| Education | | | |
| **Qualification** | **Year** | **Institute/University** | **%Marks/CGPA** |
| MBA (Marketing) | 2009-2011 | IBS, Hyderabad | 6.72 |
| B.Tech.(ECE) | 2003-2007 | GGSIP University, Delhi | 72% |
| Class XII | 2003 | Navayug School New Delhi (CBSE) | 83% |
| Class X | 2001 | D.T.E.A. Senior Secondary School , New Delhi (CBSE) | 75% |

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| Internship |
| ***Labor Market Potential Study*, CAP Foundation** (Feb 2010 – May 2010) |
| *Key Roles and Responsibilities :*   * To identify and understand the livelihood opportunities prevailing in various industrial sectors. * Covered around 54 companies and as many as 20 village communities in Jharkhand (Ranchi/Patratu), Bihar (Patna/Munger), Chattisgarh (Raipur) and West Bengal (Mejia). * Worked for: JSPL (Jindal Steel and Power Ltd) and Lafarge Cements. |
| *Achievements :*   * Generated employment opportunities for 1169 people * Roped in 32 Business Mentor Network mentors within 40 days. * Appreciated for my efforts in the SIP Project LMPS, CAP Foundation |

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| Positions of Responsibility | | |
| Event Coordinator, Trishna 2010 | * Part of the team that designed and worked on the invites sent to the colleges across the regions * Actively engaged as part of the team that sought advertisement for the fest | |
| Event coordinator, Aaveg 2010 | * One of the coordinator for the cricket tournament, involved from inviting the teams across colleges to making the round robin format of the matches * Engaged in the designing of the certificates given to the winner | |
| Extra-Curricular Activities | | |
| Creative Activities, Organizing Events | | * Active member of clubs like Gray Matters (held quizzes in IBS Hyderabad), Samavesh ( Cultural Fest Organizer) and VAPS (Sports & Games Club) * Winner of Junkyard Wars: Made a working model of a crane out of the available scrap among many colleges present from the region in 2006 |
| Computer Gaming | | * Took part in many intra-hostel, inter-hostel & festival gaming competitions as a team for the game “Counter- Strike” |
| Community Activities | | * Actively organized and participated in Blood Donation Camps, Cleaning Drives and teaching activities * Member of Prakriti club which is a Nature, Environment and Adventure club. |

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