**VIKAS PUJARI**

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**OBJECTIVE**:To contribute to the success and expansion of an organization and at the same time grow both personally and professionally by continuously increasing my skills

**EXPERTISE**: Business Development|Analytical Skills |sales expert| Customer Relationship Management |Retail sales management|Relationship Management| Customer Relationship Management| Planningmanagement| Problem Solving and Decision Making | Team Management | Training, Knowledge Sharing & Management | Excellent Communication Skills | Leadership Skills |

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| **EXPERIENCE AND PROJECTS** | |
| **GULF SOURCES**  **(JAN 2016 -AUG 2016 )**  **Dubai** | **Position: Business DevelopmentExecutive**  **Roles and Responsibilities:**   * Work with and expand current prospect database within specified business sectors to generate effective leads & exceed the business * Develop a sales contract plan, direct marketing, and attending industry events to build relationships with key prospects * Reviewing Identify requirements for new products & services to anticipate and potentially lead the market. * Develop effective working relationships with customers through regular meetings and identify and obtain further sales and business development opportunities * Contacting clients to inform them about new developments in the company’s products. * Researching organizations and individuals online (especially on social media) to identify new leads and potential new markets * Contacting potential clients via email or phone to establish rapport and set up meetings * Training personnel and helping team members develop their skills * Negotiating and renegotiating by phone, email, and in person * Researching the needs of other companies and learning who makes decisions about purchasing * Worked for clients such as ***Souq.com, Wadi.com, Jadopado.com, Carrefour Bahrain, Union Co-op, Axiom, and Sharaf DG.*** |
| **SHARAF DG**  **(JAN 2015- DEC 2015) Dubai**  **AND**  **BHAWANA COMPUTRERS**  **(JAN 2012- DEC 2014) Delhi** | **Position: Business and IT SALES Executive**  **Roles and Responsibilities:**   * Identifying and establishing new business * Develop a sales contact plan direct marketing, and attending industry events to build relationships with key prospects * Reviewing Identify requirements for new products & services to anticipate and potentially lead the market. * Develop effective working relationships with customers through regular meetings and identify and obtain further sales and business development opportunities * Training personnel and helping team members develop their skills * Organizing sales visits, liaising with existing clients. * Preparing tenders, proposals and quotations. * Attending trade exhibitions, conferences and meetings * Maintaining fruitful relationships with existing customers |

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| **CORE STRENGHT** |
| * Superior presentation and interpersonal skills. * Efficient sales trainer and communicator – Persuasive and negotiating skills. * Agile in cutting edge of technology, engineering and sales. * Customer Service orientation – Active listener. |

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| **TECHNICAL SKILLS** |
| * Good knowledge of MS Office and Office related software’s (EXCEL, WORD, POWER POINT…. Etc) * Knowledge of programming language (JAVA, C, C++) * Hands on experience in installing various devices (hardware) with computer system and installation * Hands on experience on set up environment to test various networking devices. * Hands on experience of configure desktop assembly. |

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| **PREVIOUS ASSIGNMENTS UNDERTAKEN- INTERNSHIP** |
| **ITV NEWS – LIVE BROADCASTING EQUIPMENTS (ENCODER and DECODERS) SALES AND SERVICES**   * High value devices * Used to transmit and receive transmitted signal through satellite. * Long distance communication devices. * Mostly used in media industries. |

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| **EDUCATION AND ACADEMIC ACHIEVEMENTS** | |
| **Post - Graduation** | **INSTITUTE OF MANAGEMENT AND TECHNOLOGY 2015-2017**   * MBA –MARKETING |
| **Graduation** | **RD Engineering College, Ghaziabad Aggregate: 63.40% 2007-2011**   * B.Tech, Electronics & Communication |
| **School** | **T R M PUBLIC SCHOOL,**   * SSC, CBSE **Aggregate:** 70.60**% 2004-2005** * HSC, CBSE **Aggregate**: 73.20**% 2006-2007** |

**PERSONAL DOSSIER**

**Date of Birth:** 10-04-1989| **Language Proficiency**: English, Hindi

**Residential Address**:House no-492, sector-1, vasundhra,

Ghaziabad, UP