A Sales & Marketing oriented professional, seeking for a brand where I can apply my Marketing Communication skills for reforming the brand as well as developing the start-ups. An enthusiast, ready to take experience and use it towards the company’s growth.

Currently working as a Sales Executive & supervising the team of four to bring in more growth for business development and maintain profit objectives for building a brand.

**Vishal Raj Thakur**

**Personal Details**

**Phone no.:** +91-8375854141

**Email:** vishalrajthakur@outlook.com

**DOB:** 26-October-1996

**Key Skills**

Product Demonstration

Marketing Communications

Marketing and Sales Strategies

Customer Services

Sales Management

Business Development

Client Relationship Management

MS-Excel

**Strengths**

Communication

Lead Generation

Team Building

Presentation Skills

Result Oriented

Ability to Adapt

**Languages**

**Hindi**: Native

**English**: Advanced

Work History

**Jul 2018- Current**

**Marketing Communications Specialist**| **NotifyVisitors & InviteReferrals,** New Delhi

NotifyVisitors is a SaaS OmniChannel providing other companies various customer engagement tools and tools for driving traffic to webpage.

InviteReferrals is a company that provides referral marketing software to other brands to increase their web traffic and sales. A sister company to NotifyVisitors.

* Analyzed customer needs to develop data-driven pitches.
* Trained two employees for self-driven pitching & presenting.
* Increased company’s profit by 23% by product demonstration.
* Awarded ‘Employee of the Year 2019’ for bringing in big brands.
* Provided direction and support to the team to meet the targets and KPIs.
* Strategic Implementation of conversion rate optimization procedures.

**Aug 2017- Dec 2017**

**Sales Executive |****Freelance Sales Pitching**

* Provided support on laptops and workstations.
* Answered incoming calls from residential customers from USA and Canada on Dell products.
* Analyzed software and hardware issues to identify troubleshooting methods needed for quick remediation.

Education

**Interests**

Reading Fiction

Writing

Doing Social Work

Participating in Events

**Aug 2014- July 2018**

**BTech. Electronics & Communications** | Maharishi Dayanand University

* Graduated with %

**April 2013 – June 2014**

**10+2 | MDH International School,** New Delhi

CBSE Board

* Passed with %
* Majored in Science [PCM]

April 2011 **-** June 2012

**10th | MDH International School**, New Delhi

CBSE Board

* Passed with CGPA

Certificates

* xyz
* abcd

Extra-Curricular Activities

* July’17- Participated in Blackberry’s SpringSummer’18 collection trade event.
* Feb’17- Worked as Security Personnel at College Fest