

VISHAL CHAVAN



Sales and Business Development



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Executive Profile

- The dynamic career of over 20 years of experience in sales and Business development of a variety of products ranging from Electrical to Electronics to Real Estate.
- Proficient in attaining the top-line and bottom-line profitability as per the guidelines of the company.
- Knowledge of paperwork involved in the sale/lease of property.
- Understand the exact requirements of the clients and recommend Properties that fulfill most of their requirements.
- Expertise in conducting market surveys and competition analysis.
- Skill in setting team targets, designing and applying sales policies and attaining customer delight.
- Effective communicator with robust planning, interpersonal and people management skills.
- Demonstrated skills in monitoring the performances of each team member while ensuring the meeting of individual and group targets.
- Efficient in chalking sales and business development strategies, enhancing business volumes and growth as per targets set and accomplishing revenue goals.

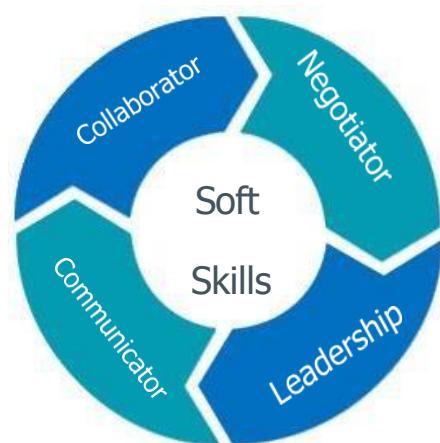
Core Competencies

Active Listening	Strategic Thinking & Planning
Communicate Effectively	Coach & Mentor Sales Team
Effective Presentation Skills	Resource Optimization
Forecast Sales Goal	Delegate Responsibility
Positive Mindset	Lead by Example

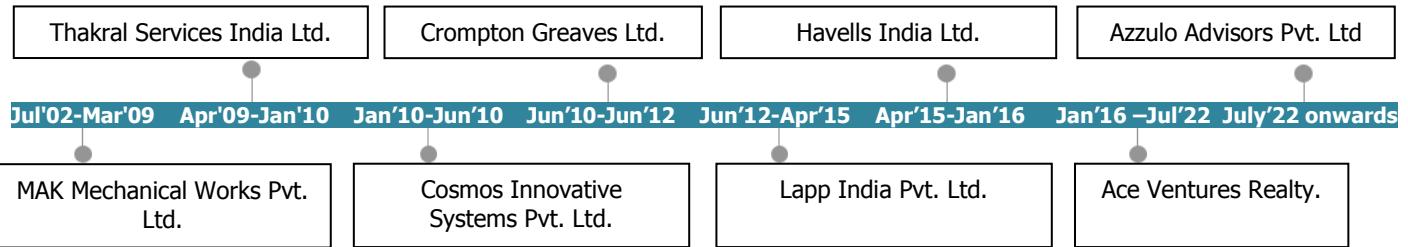
Education & Credentials

- Diploma In Business Management** from NMIMS College Mumbai in 2003.
- BE(Production)** from Shivaji University, Kolhapur in 2002.
- Diploma In Production Technology** from Bhausaheb Vartak College, Vasai Thane in 1999.

Soft Skills



Career Timeline



Key Achievements

- Achieved Revenue generation of more than 10x.
- Entrusted with the responsibility of heading a site within 6 months of joining the company.
- Developed rapport with key influencers in the Banks and brands and understood their exact requirements of the properties.
- Played a key role in the land purchase of 13 acres in Saphale for Narayani Developers.
- Havells is predominantly a retail brand with having strong presence in the retail market. However, their presence in the project business was negligible. Successfully promoted Havells products among the electrical contractors and developed the presence of the brand in the project business.
- Lapp India is a respectable name in the Industrial cables market. However, their presence in the building segment was negligible. Successfully promoted Lapp wires among top builders in Mumbai viz. Oberoi Constructions, L&T Realty, Omkar Realtors, Runwal Builders etc.
- Bagged a prestigious order from IIT Gandhinagar for cables and wires.
- Developed Lapp India business in Pune, Nasik, Rajkot, Ahmadabad and Baroda.
- Developed the business of CG-SCAME in Mumbai, Pune, Nasik, Aurangabad, Ahmedabad, Baroda, Indore and Bhopal.
- Bagged orders from prestigious clients like Wadhwa Group, K Raheja Corp., and Raheja Universal for CG.
- Consistently achieved more than 100% of the targets set by the company for self as well as team.

Personal Details

Date of Birth: 19th June 1980.

Languages Known: English, Marathi and Hindi.

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