

VS

Vipul Sharma

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A dynamic Deputy General Manager who will develop a successful sales team through 10 years of leadership experience. This includes implementing business operational strategies and techniques to drive results within the assigned region.

Work Experience

Deputy General Manager

09/2022 to Present

Omkar Group
Gandhinagar (Gujarat)

- Analyzed sales data and created sales strategies to increase sales
- Kept accurate records of sales and follow-ups correspondence, utilizing the company's sanctioned CRM system.
- Managed the entire sales of all projects.
- Working with corporates for tie ups & business.
- Ensured quality representation of product and service capabilities.
- Developed and executed short and long-term goals and strategies for the territory.
- Keeps up to date with recent market and industry trends, technology, and competitors.

Key Account Manager

08/2021 to 06/2022

HiCare Services Pvt. Ltd.
Ahmedabad (Gujarat)

- Handling B2B accounts in pan India.
- Corporate and B2B sales.
- Renew existing contracts & also extend the contracts on pan India level.
- Maintaining long term relationships with corporates and B2B accounts.

Assistant Manager

01/2021 to 07/2021

Pacifica Companies
Deesa (Gujarat)

- Analyzed sales data and created sales strategies to increase sales in tier 3 cities.
- Kept accurate records of sales and follow-ups correspondence, utilizing the company's sanctioned CRM system.
- Ensured quality representation of product and service capabilities.
- Developed and executed short and long-term goals and strategies for the territory.

Sales Manager

09/2019 to 12/2020

Brookland Infrastructure Pvt. Ltd.

Ahmedabad (Gujarat)

- Prospects new customers and generates new leads and business opportunities across a variety of market segments.
- Handling a team of 25 members.
- Generating revenue for the company.
- Travels to meet customers and prospects; attends trade shows, seminars, and internal sales meetings as needed

Corporate Associate

06/2018 to 07/2019

Adani Realty

Ahmedabad (Gujarat)

- Prospects new customers and generates new leads and business opportunities across a variety of market segments.
- Travels to meet customers and prospects; attends trade shows & seminars.
- Established key contacts with industry leaders to maintain and grow knowledge of the company's market.
- Working with corporates for tie ups & business.

Product Specialist

Lexus Motors (Jaguar & Land rover)

Kolkata (West Bengal)

- Keeps up to date with recent market and industry trends, technology, and competitors.
- Built relationships with customers and dealers to understand their business needs and objectives.
- Provides customer service, as required, and prepares monthly customer updates to the direct report.
- Prospects new customers and generates new leads and business opportunities across a variety of market segments.
- Travels to meet customers and prospects; attends trade shows, seminars, and internal sales meetings as needed.

Senior Relationship Manager

OSL Motors (Maruti Suzuki & Nexa)

Kolkata (West Bengal)

- Built relationships with customers and dealers to understand their business needs and objectives.
- Provides customer service, as required, and prepares monthly customer updates to the direct report.

- Prospects new customers and generates new leads and business opportunities across a variety of market segments.
- Maintaining relationship with corporate & B2B clients.

Sales Executive

Skoda

Jaipur (Rajasthan)

- Maintaining relationship with corporate & B2B clients.
- Prospects new customers and generates new leads and business opportunities across a variety of market segments.
- Field Sales.

Skills



Sales Management - 10+ years

Sales Planning - 10+ years

Team Management - 5 years

Business Analysis - 6 years

Corporate Communications - 10+ years

Channel Sales - 9 years

Strategic Communications - 6 years

Bussiness Relationships - 7 years

Lead Generation - 10+ years

Negotiations - 8 years

Multilingual - 10+ years

Leadership - 6 years

Education



Himalayan University

Bachelor's

Business

05/2017 to 05/2019

Amar Public School

High school or equivalent

Arts

Gudha International School

High school or equivalent

Declaration

I hereby declare that the above-mentioned information is true to the best of my knowledge.

Place:

Date: