

VISHAL PANCHAL

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OBJECTIVE

Dedicated and experienced marketing professional with proven success managing finances, marketing and customer relationship for mid-size commercial/non-commercial organizations. Seeking an opportunity to use my experience to serve a reputed organization.

EDUCATION

- **B.E. Mechanical engineer**
7.08 CGPA
- **HSC (GSHSEB)**
66.56%
- **SSC (GSHSEB)**
78.31%

EXPERIENCE

From JAN 2024-present with IMS Group.

Designation: Sales Consultant

Chief Tasks Handled:

- As a Sales Consultant, I am responsible for assisting companies in finding the right candidates for their job openings.
- I work closely with clients to understand their requirements and then use various methods to source and attract potential candidates.
- Screening candidates through interviews, assessments and reference checks to ensure they meet the criteria set by clients and culture fit.
- I would play a crucial role in connecting talented individuals with exciting job opportunities and helping companies build their dream teams.
- Approaching candidates to book for the vacancies available.
- Filling locum requirements with best of candidate's efficiency.
- Building & maintaining strong relationship with candidates & clients both.

JAN 2022- DEC 2023 with KOP Inc.

Designation: Assistant Manager

Chief Tasks Handled:

- Managing and overseeing the work of overall team of 15-18 people.
- Monitoring each team members performance and providing feedback.
- Assisting the manager in organizing, planning and implementing new game plan & strategy.
- Training and coaching new corporate trainers and executive leaders.
- Maintaining all records and files.
- Maintaining entire team's productivity, Quality, adherence performance.
- Achieving personal as well as entire team goals.
- Delivering client requirements within defined turnaround time.
- Processing recruitment cycle of new candidates and taking interviews for them.
- Driving the weekly team calls.

OCT 2020- DEC 2021 with KOP Inc.

Designation: Team Leader

Chief Tasks Handled:

- Hiring a new business associates and training corporate trainers on same.
- Training and developing business associates as well as corporate trainers.
- Territory management & allotting a respective territory to team members
- Performance Appraisal and achieving the team goals
- Solving problems and providing the feedback to team members

APRIL 2018- SEPT 2020 with KOP Inc.

Designation: Business Associate and Corporate Trainer

Chief Tasks Handled:

- Did different sales and marketing campaign like B2B, B2C, Corporates, Events, Streets, Governments, Industries campaign.
- Client Representation & branding.
- Achieving the monthly & quarterly goals for clients.
- Develop the skills like communication skills, customer relationships, human behavior, negotiation, lead generation, customer services.

AUG 2016 - MAR 2018 with Reliance Ind. Ltd.
Designation: Planning Engineer

Chief Tasks Handled:

- Planning and producing as per the client's requirement along with managing and controlling various production activities.
- Increase client's satisfaction by effective feedback to executives.
- Giving quality feedbacks to team members through daily call bargaining and also ensuring that information delivered to client is updated and correct.
- Co-ordination with various departments like Quality control, Material Handling, Health & safety.

OCT 2015 - DEC 2016 with Himson Engineering Pvt. Ltd.

Internship:

- Industrial training at Himson Engineering, got a lot of knowledge both theoretical and practical of various departments under supervision of highly experienced professionals on CNC, VMC, Sheet metal machine and Laser cutting machine.

SKILLS

- Client Representation
- Excellent Communication & interpersonal skills
- Customer relationship
- Healthcare recruitment
- Team leadership
- Team management
- Negotiation & offer management
- Lead generation
- Problem solving
- Market analysis
- Training & development

ACHIEVEMENTS

- Completion of level 1 training of business associate and getting promoted to corporate trainer.
- Completing the level 2 of training and getting promoted to Executive Leader.
- Completing the level 3 of training and getting promoted to Assistant manager.

LANGUAGES

- ENGLISH
- HINDI
- GUJARATI

DECLARATION

I hereby declare that all the information mentioned above is clear to the best of my knowledge. I bear the responsibility for the above-mentioned particulars.