

RESUME

Vibhash Vishnoi

E-Mail: ranavibhash@gmail.com

Phone: +91-7701849589

Targeting assignments in Sales & Marketing, Business Development, Key Account Management & Channel Management

CORE COMPETENCIES

- **Sales & Marketing**
- **Business Development**
- **Distributor Management**
- **Key Account Management**
- **Events and Campaigns**

ACADEMIC DETAILS

- BTECH in Mechanical Engineering from MIT college Moradabad (Uttar Pradesh technical University) from 2010 to 2014
- 12th from MDIC College Kanth Moradabad (UP Board) Year 2010
- 10th from MDIC college Kanth Moradabad (UP Board) Year 2008

PROFILE SUMMARY

- Proactive & result-oriented professional offering over 9 years of a successful career in Sales&Marketing, Business Development,KeyAccountManagement,ChannelSales,Direct sales
- Capable of conceptualizing & implementing competitive strategies for driving sales; developing & expanding market share towards the achievement of revenue & profitability targets
- Proficiency in managing all business development activities, analyzing market trends, establishing healthy & prolonged business relations with Channel Partners & End Users , there by ensuring higher market share
- Efficient organizer, motivator, team player and a decisive leader with the capability to motivate teams to excel and win

ORGANISATIONAL EXPERIENCE

August'22 to Till date

Napoleon Abrasives India Pvt.Ltd: Sales Manager(Delhi NCR & Rajasthan)

- Napoleon abrasives Spa is Italy based company , manufacture coated abrasives products.
- Creating & maintaining an active network with the Industrial Customer like Escort kubotas Ltd,Jbm,Jindal steels,Hero motocorp,Marinoply,PMI coach & Other Wood,Metal ,Auto industries, bodyshop& Dealers,paints retailers in Delhi NCR & Rajasthan.
- Product Offerings - PSA disc,Velcro disc,Wide belts, Pneumatic tools,Water paper,Dry sheets,Dry rolls,Woolpad,Polish etc.
- Responsible for Sales .
 - Distributor management
 - Team Management
 - Network Expension
- Strategic Business planning & Excution
 - Short Term &Long Term Budgeting,Review with management to achieve common goals
 - NewProjectplanning,NewProduct Launch&Product promotion

Feb'18 - To July'2022

Wuerth India Pvt. Ltd: Senior sales consultant (Gurgaon,Alwar & jaipur)

- Creating & maintaining an active network with the Direct Customer like Honda Car India Ltd, Hero Motocorp Ltd, JCB India Ltd, Harley Davidson, & Other Manufacturing industries & Dealers in the assigned territory.
- Product Offerings - MRO Products, Lubricants, Personal Protection Equipments, Cleaning Chemical, Pneumatic Tools, Body Shop Consumables, Abrasives & adhesives etc.
- Delivering presentations in front of prospective clients & promoting company's products and negotiating with them for a mutually beneficial business.
- Mapping client's requirements & providing best products to suit their requirements; generating business from new and existing accounts and achieving profitability & sales growth

July 2015 to Jan'2018

Pacific Techno products India Pvt.ltd :Sales Engineer(Gurgaon)

- A Pioneer trading house in the NCR. Established 20 years ago. The company represents the top multinationals like 3M India in the field of Abrasives Product are Grinding wheels, cubitron fibre disc, flap wheels, flap disc, Scotch Brite handpad, narrow belts, deburring wheels, unitized wheels, RBD etc.
- **Responsible to describe the product to potential clients or customers of 3M India products**
- Demonstration of the product at customer's end.
- To meet quarterly & yearly Targets given by 3M Team .

July' 2014 to June 2015

Ecosense Sustainable solutions pvt Ltd : Installation & service engineer (Delhi)

- Ecosense is a manufacture of Solar Lab Equipments system for Government colleges, IIT & NIT colleges.
- Demonstration & presentation of solar lab equipments.
- Maintaining relationships with new & Existing clients.
- Contact customer regular basis update on the problem solving progress of their complaint for increase customer satisfaction.

I hereby declare that all the information mentioned above is correct as per my knowledge.

Personal details:

Name-Vibhash Vishnoi

DOB-16/04/1994

Status -Married

Place - Moradabad
