

Vishal Shinde

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I am a Self-motivated salesperson with the confidence & enthusiasm to contribute towards organizational objectives. Also a hardworking professional, with the ability to learn and continuously upgrade my skills and abilities. I am perceived as an internally motivated, responsible and competent individual.

Core Strength in Industrial sector

- Determination, Perseverance and strong commitment towards achievement of Goals.
- Easily adaptable to any work Environment.
- Energetic.
- Enthusiastic Team Player & Motivator.
- Good Communications skills.
- Good Man management.

Gargie's Kitchen

25th June 2021 to till date

We are provided all tendom brands and all types of shutters. (Laminate, Acrylic, Glass) & baskets.

We are provided fully modular and semi modular kitchen's.

Currently working as Sales Associate

- Working area Kolhapur District, Konkan area
- Ability to work in flexible timing
- Expertise in handling all customers.
- Expertise in presentation technics and procedures.
- Handling in Builders, Architects, Interior Designers, Carpenter , customers
- Visited in all under construction sites – daily basis.

Vishal Trader, Kolhapur (Liquor Distributors)

Feb 2020 to 20th June 2021

Currently working as Sales Associate

Working area Kolhapur district, Sangli district.

Brands:

Prestige Alcobev Company, Tilaknagar industries. (Whiskey, Rum, Brandy, Gin)

United breweries. (Kingfisher Beer).

UNIBEV - Alcoholic Beverages | A Premium Spirits Company

Ashtavinayak Food services

Nov 2010 to Jan 2020

Manager for catering services

- Ability to handle high volume Staff & Customer.
- Followed Safe Hand Practice.
- Ability to Work in Flexible timings.
- Expertise in handling Wholesale, Retail, Stock Management and Purchase of the Company.
- Expertise in presentation techniques & Procedures.
- Thorough check on all labor activities and Audits for Quality Assurance.
- Catering services for luxurious parties and small gathering and corporate meeting.

Organized catering for foreign visitors.

- Variation and adaptation of new trends and practices according to customer demands.
- Experience in handling industrial clients and their caterings.
- Handling Corporate Customers and Catering services.

IDBI Fortis Life Insurance Co. Ltd.

April 2010 to Sept 2010

Manager Distribution [Band 2] for Kolhapur branch.

- Managing Entire Spectrum of Sales.
- Planning & Execution of Business needs as per HO Guidelines.
- Drive Various Sales Strategies to achieve sales targets.
- Arranging & Conducting HNI Clients Visits, Seminars & Meetings.
- Recruiting Advisors & business mentors, arranging Product training & exam.
- Lead generating activities with advisor team.
- Organizing monthly meeting of all Insurance advisors for sales purpose.
- Team Building Activities for Positive & sporty environment.

- Bridge Builder between Company-Advisor-Customer.
- Reporting Daily Sales Report & Target Schedules to BSM.

SBI Life Insurance Co. Ltd.

Oct 06 to April 2010

Territory Manager for Kolhapur branch. [Kolhapur Branch]

- Handling Walk-in Customers, Control Churn.
- Maintaining Daily Sales Report & Target Schedules.
- Handling Sales force like Advisors recruitment, 100 Hrs Training & arranging exam along with product trainings.
- Maintained all the files of customers with all records of documents, which were sent to H.O.
- Maintaining the commission of IA's.
- Taking the follow-up of pending proposal & fulfilling the requirements, which are raised by UWR.
- Organizing monthly meetings of all Insurance advisors for sales purpose.

Achievements

- Total business figure from joining till April-2008 is 4.70 Cr. (Last Financial Year)
- Total Business figure from 1st April 07 till 31st March 08 is 3.11 Cr.
- Got promoted from Unit Manager to Agency Manager within seven months.
- Sales Target tour winner of Lakshadweep.
- Sales Target tour winner of International Location - Fuket.
- Sales Target tour winner of International Location China.
- Generated 3 MDRT (1 Crore Sales achievers) for in single financial year.
- Qualified 3 Insurance Advisers for Fuket from team
- Qualified 2 Insurance Advisers for Malaysia from team.
- Qualified 1 Insurance Advisers for China from team.

Airtel – Kolhapur Branch (DSA - Ashtavinayak)

Jun 03 to Sept 06

Worked As Sr. Sales Executive to ASM for 3 years - Involved in Selling of Postpaid & Prepaid connections. Visiting mobile outlets & dealers. Doing cold calls, tele calling & giving information of tariff plans. Also, have done marketing activities like Road Shows, visiting all locations, Advertisements through brochures & paper ads, & local TV channels.

Qualification

Bachelors of Commerce, Accounting (2001) – Shivaji University
Computer Skills: Microsoft Word, Excel, PowerPoint

Technical Gains

- Problems regarding Customers, Dealers & Executive etc.
- Reports generations for month to month for Premium Dealers, Executives etc.

Curricular Activities:

- Attending Seminars.
- Organizing events inside & outside the Organization.

Personal Information:

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