



VIKAS AGNIHOTRI

Sales Manager

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Nationality:
Indian

Date of Birth:
25/08/1971

SKILLS

Time management

Adaptability

Industry Knowledge

Marketing and Sales

Ability to Work Under Pressure

Communication Skills

Results- Driven

HOBBIES

Reading & Travelling

PROFILE

Seeking a suitable and rewarding career with an esteemed organization that would offer good advancement potential, challenges and opportunities to zoom my career growth, contributing to the success of the organization

EDUCATION

SSLC | Gomtesh High School, Belgaum

PUC I II | Govindram Seksaria Science College, Belgaum

B.Sc | DAV College , Kanpur

EXPERIENCE

Sales Officer | Berger Paints India Ltd., Lucknow

Mar 1996 - Mar 2000

- Involved in project sales in pro-link division.
- Had achieved/exceeded every target on monthly basis.
- Areas covered of Lucknow, Kanpur, Bareilly, Nanital and Haldwani etc. to boost dealer network.
- Moved to more challenging environment in retail selling.
- Delivered an annual growth of 30% on yearly basis.
- Covered more than 45 dealers every month.
- Launched project sales at Lucknow region.

Sales Officer | Vam Organic Chemical Ltd., Lucknow

Jul 2000 - Mar 2004

- Covered the parts of Central & Eastern UP during my tenure with the organization.
- Ensured approx. sales of 50 lakh on monthly basis.
- Primary industries to enhance sales- Retail dealers, Leather industry, Textiles units, Paper factories and Metal industries.
- Enhanced customer satisfaction ratings, managing all client inquiries and outstanding payment discrepancies through resolution.

Sales Officer | General Motors India Ltd., Lucknow

Apr 2004 - Feb 2010

- Covered Lucknow, Kanpur, Allahabad, Varanasi and Gorakhpur.
- More than 50% of areas involved in Eastern UP sales and acquired relationship with customers.
- Completed every target on monthly basis.
- Worked with sales teams to determine best strategies to increase customer interest and purchases.
- Maintained an up to date record of customer correspondence, complaints and feedback to help advance company services.

Senior Sales Officer | Berger Paints India Ltd., Noida

Apr 2010 - Mar 2015

- Involved in pro-link division of the organizations to increase project sales.
- Achieved monthly target on monthly basis.
- Covered area such as Noida, Ghaziabad, Greater Noida, Vaishali, Kaushambi, Vasundhara and Indirapuram to boost sales network.
- Delivered an annual growth of 30% on yearly basis.
- Covered more than 50 dealers every month.
- Developed and managed supplier relationships, establishing mutual understanding of business needs to maximise results.

- Maintained busy sales pipeline by effectively sourcing and qualifying potential leads, maximising daily sales opportunities.

Area Sales Manager | Kajaria Ceramics Ltd., Bhopal

May 2015 - May 2019

- My domain of responsibilities encompassed sales, channel management, dealer network, execution and control on product liquidation through projects and increased client network.
- Areas covered were Bhopal, Hoshangabad, Itarsi, Betul, Vidisha and Sagar.
- Expanded Bhopal Market from 1 Dealer to 4 Dealers including MP's first Prima Plus
- Collaborated working with Architects and Contractors.
- Also generated business in Government Sectors
- Continuously improved self-performance by analysing customer feedback and monitoring service reviews.
- Quickly developed and maintained long-lasting client relationships leading to increase in company profits.

Sales Manager | Avi Enterprises, Bhopal

Jun 2019 - Apr 2021

- Gave the retail sale of 1cr. in the first financial year 2019-2020 followed by 1.25cr. retail sale in next financial year 2020-2021.
- Communicated effectively with customers, determining needs, providing recommendations and upselling services.
- Retained existing customers and substantially grew customer base, product line and sales volume.
- Maintained friendly and professional customer interactions.