



OBJECTIVE

A solution driven & oriented individual with experience in multiple industries like manufacturing, automobile, & e-commerce industry. Experience in working with crossfunctional teams for analysing & implementing process innovation . Achieving business objectives & goals by improving client experiences & timely resolution of their queries. I have worked in sales, customer service & data driven domain to provide valuable insights & solutions for my clients. I have 5+ years of experience across different companies & industries along with B-Tech in Mechanical. Majorly into Client and Business Management Roles along with Relationship building with team management. Sales leader with strong mental strength and recognized for contributions to record setting sales figures.

EXPERIENCE

Indiamart Intermesh Ltd.

October, 2019 - Present

Sales Manager

To cater to the services and business growth of the clients through the effective utilization of Indiamart intermesh services provided to them through service meetings, query handling and confidence building through effective utilization of CMS (Client management software).

To ensure the retention of the client towards the services and to ensure client's upgradation to improvised services through effective sales management and meet monthly targets.

To ensure a better relationship with the client by regular providing of better business opportunities through matchmaking with buyers on the Online Sellerpanel format.

To adhere to the sales and revenue targets based on the designated PCR(per client revenue).

To ensure the completion of prescribed number of meetings per day per executive plus calling to clients to ensure effective client servicing.

Ability to lead the team and effectively utilize my skills.

Ability to handle the problems under pressure with positive attitude and with logical approach.

Ability to work in & with the team and encourage them to meet their desired targets.

To design different strategies to excel at services and revenue collections.

N. K. Industries Jalandhar.

February, 2018 - October, 2019

Sales executive

Developed sales strategies for the growth of the Organization.

Coordinated with the clients of the Organization for the sales and services related to the Propeller shafts & Steering components

Customer oriented approach and to help solve queries of customers at earliest.

Nippon Plus Paper foodpac ltd Baddi, Solan,H.P.

October, 2016 - January, 2018

Maintenance engineer

Supervised maintenance crafts on numerous preventive projects and reactive repairs.

Coordinated the repair and improvement of machines and related systems

Insured the continuous implementation of a preventive maintenance program including the planning and coordination of major scheduled maintenance outages.

Developed engineering standards, specifications, engineering practices and procedures for maintenance, repair and turn around of plant equipments.

EDUCATION

Lovely Professional University B.Tech. (Mechanical engineering) 6.4 CGPA	2017
MECCI Engineers Pvt. Ltd. Noida Sector 16 Pipe Designing Diploma	
G.S.S.S. Jaure Amb Higher Secondary level 78%	2011
D.A.V. Senior Secondary School Lathiani Matriculation 77.5%	2009

PROJECTS

Air engine

A pneumatic motor (air motor) or compressed air engine is a type of motor which does mechanical work by expanding compressed air. Pneumatic motors generally convert the compressed air energy to mechanical work through either linear or rotary motion.

INDUSTRIAL TRAINING

Successfully completed 6 months Industrial Training in 'Quality Department' of Plus Paper Foodpac Ltd. Baddi, H.P.

Worked as trainee in the Mechanical workshop & Servicing Department for one month at Lovely professional university(Phagwara), which involved the basic study of automobiles. The training consisted of detection of malfunctioning and repairing of motor engines,gear,and shafts of automobiles.

SKILLS

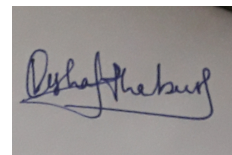
Leadership through sustainability. Straregic business orientation. Customer focus sensitivity.
Result orientation with execution. Excellence accountability with results. Agility with discipline.
Proficient in MS office. Data entry & analysis.

ACHIEVEMENTS & AWARDS

Promoted as manager key client division(KCD) for extraordinary performance.
Lion of Punjab for November & march month for highest productivity and over achieving the given target.

HOBBIES/INTERESTS

To know more about scientific facts and gain knowledge about future trends in the world setup
Study various socio-economical, historical and current affairs topics to enhance my group discussion skills.
To get constantly upgraded towards the business world and the actions effecting the financial and the economic world.



VISHAL THAKUR