



## Vikas Singh

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### Objective

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Dedicated and experienced sales profession with proven success managing Team for commercial organizations. Seeking an opportunity to use my decade of experience to serve the organization.

### Experience

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- Rellaince general insurance** 20/9/2018 - 31/8/2019  
Claim officer  
It is a govt buisness work pradhan mantri fasal Bima yojna where I have to look after all bank managers under my sub division for closing the claim request of farmers and registration on govt portal through bank managers .
- V5 global** 20may2020 - 1oct2020  
Sales executive  
In this company it is a sales closing work where I have to work for Airtel broadband and close the leads given by Airtel with proper product and plan knowledge by pitching them and fix the meeting with customer for registration them through online payment also I have to generate more leads in given area.
- Bharti airtel** 20oct2020 - 7feb2020  
Senior sales executive  
When I was working as sales executive in v5 global for Airtel broadband then I got selected as a senior sales executive for broadband franchise as territory sales manager for Rajouri location but after joining the place government does not allowed company for upper head fiber work due to some construction projects so I have to quit the job as at that time I will not able to work far from home because of some personal problems .
- V5 global** 31Feb2021 - 31dec2022  
Team Leader  
I continued in the same company as a Team leader and my salary is also got increased as I didn't continue with Bharti airtel so this company works for Airtel so I have given an opportunity to handle the team of sales executives and have to teach them how to perform sales in field with proper product knowledge and how to pitch to the customer properly.
- Byjus** 15march22 - 1may2022  
BDT  
Here I have selected as Bdt my work is to call the customers through the leads given by company and have to fix online meetings with parents and have to discuss the problems facing by students in school also told them profits of Ed Tech Learning Programs how smoothly student can study at his/her own home without any tutition and I have to sell them different programmes depending upon the class of the student it is tottaly target based job where I have to complete target of 70000 sale but I have only done sale of 40000 due to which I have to quit the job.

### Education

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- Himachal Pradesh technical university** 2014-2018  
Btech  
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- MV international school (CBSE)** 2013-2014  
12th class  
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- Army school kaluchak (CBSE)** 2011-2012  
10th class  
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### Skills

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- Sales
- Team building
- Problem solving
- Leadership

## Projects

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- **Automatic parking system**

There are two parking slots in our project. If you want to increase the number of parking slots then add few more IR sensors and modify the code accordingly. The system automatically detects whether the parking slot is empty or not. If the slot is empty in the **automated car parking** the new vehicles are allowed to enter else the entrance is blocked by the servo barrier in case the parking is full. The visitors can see the status for the availability of the free space outside the parking on a 16×2 LCD. They can also see on the LCD that how many parking slots are free. The data keeps updating as the vehicles move in and out of the parking. Also, check our basic electronics .

## Achievements & Awards

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- Promoted company and increased sales by coordinating and attending trade shows and have been given best sales person awards for three consecutive months by sales country head of Bharti Airtel Mr Amit Wadhwa sir
- I have earned maximum incentive in my sales profile while working as an executive and also got an increment in job profile

## Languages

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- English Hindi Punjabi Dogri

## Personal Details

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- Date of Birth : 15/12/1997
- Nationality : Indian