

# RESUME

**Vivek Kumar Dixit**

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## ❖CAREEROBJECTIVE:-

**To contribute my best to the organization respective of the kind of project under taken and to utilize my skills to perform the job to the best of my abilities with zeal.**

## WORKEXPERIENCE:-

**Designation:-** Team Manager (Paytm One 97Communication Ltd.)

**Job Profile:-**

Working as Team Manager ( Paytm One 97Communication Ltd.)  
(23th Sep.202021 to till time)

- ❖ Planning and setting goal for them.
- ❖ Conducting performance evaluation of employees.
- ❖ Responsible for planning ,directing and executive sales activities in Channels.
- ❖ Monitoring team performance to ensure objectives are met.
- ❖ Managing team and project budget.

**Designation:-**

Zonal sales manager (Shenzhen Communication LLP.)

**Job Profile:-**

Working as zonal sales manager ( Shenzhen Communication LLP.)  
(28thJuly.2019 to 11th March 2021)

- ❖ Strategising ensuring proper execution of business- plan for their Zone.
- ❖ Forming sales,distribution and marketing related activities and ensuring that they are properly implemented in thir Zone.
- ❖ Ensuring the groth of customer base,sales figures,customer satisfaction index.
- ❖ Coordinating product launches and availability.
- ❖ Reviewing the health of the distribution network of the company and driving additions as and when necessary etc.

**Designation:-**

Sales manager(Gionee Mobile India.)

**Job Profile:-**

Working as Sales manager (Gionee Mobile India.)  
(10<sup>th</sup> Jan 2015to10th march 2019)

- ❖ Build and maintaining client relations.
- ❖ Work with internal department such as the marketing or product teams to engage audiences and clients more deeply.
- ❖ Meet and exceed KPIs and sales Targets.
- ❖ Solve problems for clients and customers by developing innovation and tailored sales solutions.

- ❖ Be a brand ambassador and reflect company values at all times.

**Designation:-**Area Sales manager (Round Pay Telecom )

Job Profile:-

Working as Area Sales Manager(Round Pay Telecom service.)  
(15thApr2014to20th Dec2014)

- ❖ Working one was well as existing Accounts.
- ❖ Analysis the current market situation ,identify the potential keyAccount and channel opportunities.
- ❖ Responsible for planning ,directing and execute sales activities in Channels.
- ❖ Handling the Dealers and Retailer so for our territory.
- ❖ Monitoring of Partners activities in market.

**WORKEXPERIENCE:-**

**Designation:-**

Sales Executive :-(Aditya Birla group as Idea telecom)

Job Profile:-

Working as Sales Executive (Aditya Birla group as Idea telecom)  
(20thApril2012to30Mar2014)

- ❖ Working one was well as existing Accounts.
- ❖ Analyze is the current market situation ,identify the potential keyAccount and channel opportunities.
- ❖ Responsible for planning ,directing and execute sales activities in Channels.
- ❖ Handling the Dealers and Retailer so four territory.
- ❖ Monitoring of Partners activities in market.

**Designation:-**

Sales Executive at (Eskey Aventura Tatadocomo)

Job Profile:

Working as Sales Executive at (Eskey Adventure Tata docomo)  
From 8thJuly2011to10April2012.

- ❖ Manage of Dealers.
- ❖ Stock Maintenance.
- ❖ Dealing with Value & coupon.

**OTHERWORKINGEXPERIENCE:-**

- ❖ Two Years Experience in Grace Marketing as computer operatorAccount & Purchase ,Billing.

**QUALIFICATIONS:-**

**Educational Qualification:**

- ❖ Bachelor of Economic from Luck now University.
- ❖ Intermediate from U.P. Board.
- ❖ High School from U.P. Board.

**Professional Qualification:**

- ❖ 1YearDiplomacourseincomputersoftware ADCA Lucknow.

**PERSONALPROFILE:-**

_ Father's Name	B.S DIXIT
_ Date of Birth	11-06-1986
_ Permanent Address	H.NO> 4/348sector:H Jankipuram ,Lucknow (U.P)
_ Sex	Male
_ Marital Status	Married
_ Language Known	Hindi, English
_ Nationality	Indian
_ My Strong points	Marketing ,annualize ,Dedication, Sincerity
<b>Communication Skills</b>	To Learn
<b>Other Knowledge</b>	Internet,ms office.

**Declaration:**

I here by declare that the information furnished above is true to the best of my knowledge.

Date:

Applicant Signature

Place: Lucknow

(VIVEKKUMARDIXIT)