

# Mr. Vaibhav D Lambey

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## PERSONAL STATEMENT:

I am a professional, hardworking and confident individual with a significant academic background in business and strategy, complimented by work experience in Cloud sales and IoT sales. Previous work experience has created an enthusiasm for challenging roles, involving targets and engaging with customers. I am looking to develop my career further in the area of marketing and sales by joining an innovative organisation that will help me to continue developing personally and professionally.

## KEY SKILLS AND ATTRIBUTES:

- Excellent planning and organisation abilities, able to balance multiple and competing priorities across academic, personal and work commitments.
- Excellent communication skills, both verbal and written skills, in multiple languages.
- Ability to present confidently to others, both on a one-to-one basis and in a group context.
- Google certified sales professional for cloud solutions and IoT Products.
- Outstanding objection handling skills.
- Able to work to targets, manage pressure and meet challenging deadlines.
- Easily able to adapt to new cultures and systems of work.
- Proficient in use of MS Office, Internet and various email systems, and able to navigate bespoke in-house IT systems confidently and quickly.
- Multi-Lingual, specifically in English (advanced), Hindi (advanced), Marathi (advanced) and German (Basic).

## ACADEMIC BACKGROUND

Qualification	Institution	Grade	Year
MSc Management	BPP University, London	Pass	2015
Bachelors in Business Management (International Business)	University of Pune	64% (Merit)	2011
12 <sup>th</sup> (College/Sixth-Form)	CBSE	66.7% (Merit)	2008
10 <sup>th</sup> (High School)	CBSE	49.7% (Pass)	2004

## WORK EXPERIENCE:

Please note, various part-time, seasonal work undertaken between study terms in retail and customer service.

### **Cloud Consultant      Searce Cosourcing Pvt. Ltd      October 2016 to Present**

- Responsible for email marketing for G-Suite (Formerly known as Google apps for work).
- Inside sales for corporate products of Google. Closing Deals remotely over the calls.
- Took over the responsibility of the entire South India region immediately after completion of training.
- Successfully closed deals worth 450,000 remotely within 1 month of completion of training.
- Onboarded multiple customers in a short span of 1 year.

### **Business Development Executive      Maven Systems Pvt. Ltd      Feb 2015 to July 2015**

- Responsible for lead generation
- Several hundred leads generated every month
- Email Marketing
- Contacting CXO level people in India and abroad to set up meeting for CEO of Maven

### **Marketing and Sales Executive      Abhinav Traders, India      June 2011 to Nov 2012**

- Created own sales pipeline using company data lists and networking to maximize sales opportunities.
- Successfully achieved challenging sales of £25000 (INR 2,500,000) per year, consistently meeting or exceeding monthly targets.
- Negotiated with clients on stock availability and product pricing.
- Effectively administered all aspects of the sales transaction, from enquiry to contract.
- Led sales meetings with clients, presenting product portfolios and converting interest to sales.
- Responded to all customer enquiries and complaints, both over the phone and in person.
- Within 6 months of joining, I was promoted to Team Leader for 6 sales representatives, providing training and ongoing support to help them achieve individual targets.

## Certifications:

- |   |            |
|---|------------|
| • Google certification for Cloud Platform Sales Representative Credential | 4/3/2017   |
| • Google certification for G-Suite sales and Drive sales                  | 10/25/2016 |
| • Google Certification for Solution Validation                            | 10/26/2016 |

## PROJECTS/INDUSTRIAL EXPOSURE:

- 3 month internship with Bharat Vikas Group to review business operations and commercials, researching opportunities for expansion and diversification in niche markets (2011).
- Various days spent in manufacturing industries to observe and analyse day-to-day operations, submitting a final business report and recommendation to complete final academic assessment (2010)
- 1 month internship with Union Bank of India in Raipur to research their Foreign Exchange Department, assessing how currency exchange operates between different countries (2010)

#### **TRAINING/SEMINARS:**

- Understanding Foreign Exchange Banking Services                      AXIS Bank (08/2010)
- Marketing Mix in Service Industries    AXIS Bank (08/2010)
- Timeless Management (past and present leadership skills)                      MITSOM College (09/2010)
- Mr. Ninad Bedekar (Supreme Authority on History of Great Indian Warrior King 'Shivaji')

#### **EXTRA-CURRICULAR ACTIVITIES:**

- Captain of the district Volleyball team from 2007 to 2008
- Organised cultural and general events in college
- Participated and won the Fergusson College Pune WALL STREET challenge
- Participation in various trekking expeditions arranged through college institutions.

References will be made available if requested.