DARSHAN M VYAS

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**Position in sales and marketing**

**Executive Summary**

* A result oriented Professional with 10 Years of Working in the field of Sales & Marketting .
* Experience in various industry and Environments.
* Proven Track record of increasing sales.
* Excellent inter-personal relationships.

**Areas of Expertise**

* Key Account Management: Mapping clients requirements and providing them customized solutions trough new proposals , presentations and demonstrations.
* Marketting : Implementing marketing plans with focus on upbeat sales and opening up new areas and options.

**Organizational Experience :**

**Wills India : Since May ,2010**

An irganization engaged in selling and servicing of fire Safety and Industrial Safety instruments .

* Sale through Dealers as well as direct Industrial Clients .
* Identifying and prospecting customers through cold calls as well as tele calls
* Ensuring customer satisfaction .

**Specific Glass Mosaic India Ltd : June ‘ 2008 to April : 2010**

A company engaged in selling glass mosaic in customized shapes sizes and patterns.

* Sales Through networks as well as direct to clients .
* Inter –action with influencers , Architects and interior Designers.
* Having the product specified in various organizations.

**ICICI BANK - Jan : 2007 to May ‘ 2008**

* Selling overdraft to corporate and Business organizations .
* Rating the clients credit worthiness .
* Establishing and finding out the credit worthiness of the clients .

**Development Credit Bank - March ‘ 2006 to December’ 2006.**

* Selling saving Accounts to i*ndividuals – door to door selling .*
* *Selling Current Accounts to Business Firms .*

***Hi-Tech Lubricants : July : 2001 to February : 2006***

* *Marketting of Oil Lubricants through Dealer Network and to Direct Clinets.*
* *Maintaining of records pertaining to stocks and supervision of Warehouse .*
* *Collection of outstanding.*
* *General Administrative work .*

**Personal Details :**

Educational Qualification : Degree in Commerce from Gujarat University.

Date of Birth : 11/09/1976.

Address : A/23 , Zanjar Bhavya Park , Relicance Fresh,

Opp. Government Tubewell , Bopal ,

Ambli Road , Bopal , Ahmedabad -380058

Hobbies : Travelling, Watching Movies .