**Vikas Yadav**

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**Career Objective**

Looking for an ornate working environment, where new ideas and exploration has to be taken into consideration. A challenging and dynamic professional environment, which will let me contribute substantially towards achieving the organization goal using my knowledge. Willing to work as key player in Challenging & creative environment.

**Summary**

* **15 Years of total experience in sales and Marketing.**
* Adequately proficient in Team Handling.
* Possessing effective communication & interpersonal along with a hard and smart working attitude.

**Experience**

* Currently Working with **Aaditya Enterprises** Lucknow as **Sales Head** from March 2018 to till date.

Job Profile &Details: Sales

* Selling of Plots through team and Associates.
* Responsible for all activities related to pre and post sales.
* Monitor Review and constant feedback to Team Member(s) to perform and deliver.
* Building and maintaining healthy business relations with major customers, ensuring maximum customer satisfaction.
* Competition Analysis by keeping abreast of market trends & achieving market share metrics.
* Worked with **Premia Projects ltd. Noida** as **General Manager** channel Sales from 15th May 2012 to Jan 2018.

Job Profile &Details: Channel Sales

* Responsible for building chain of Associates to sale premia commercial Project

(Premia Corporate City NP3 Gr.Noida and Crown of Noida Sec 62).

* Daily follow up with Associates.
* Build new associate office and Recruit, Develops & Train their team.
* Coach the team members to enhance output and selling skills.
* Worked with **FM 752 Real Estate PVT. LTD**., Noida sec 10, as **Sales Manager** from Nov 09 to April 12.

Job Profile &Details: Sales (Residential Property)

* Create strategies for growth in sales volumesfor residential properties of new builders in raj nagar extension ghaziabad.
* Ensure Profitability of the company.
* Recruit, Develop and Train a group of team members for selling residential properties.
* Mentor and Coach the team members to enhance output and selling skills.
* Goal setting of the team in accordance to the company goals and to achieve these goals on a month on month basis.
* Worked with **SUBHIKSHA TRADING SERVICES LTD**., Delhi as **Assistant Manager (Purchasing)** from Mar 05 to Aug 09.

Job Profile &Details:FMCG (Product & Property)

* To search new property for store.
* Properties analyze and finalize for company.
* To purchase FMCG & Grocery items direct party and dealers.
* To maintain Q and Q parameters for items.
* Maintain dealer relationship.
* Materials distribute demand and supply bases in store.

**Qualification**

B.Sc.(Allahabad university).

**Other Skills & Hobbies**

* Good communication skills and interpersonal skills and ability to meet deadlines.
* Achievement oriented with excellent Human Resource management skills.
* Self-Motivated and eager to learn continuously.
* Dedication & Zealous to make things happen.
* Hobbies: Meet with new people.
* Strength: Excellent grasping capability and can learn things very easily. Dependable and flexible character, with inexhaustible stamina for work.

**Other Achievements**

* **International Player** of Martial Arts.
* Awarded By **WORLD ART FEDERATION**.
* **State Championship** winner of Martial Arts.
* **District Championship** Winner of Martial Arts.

“I hereby that the above particulars of facts and information stated are true, correct and complete to the best of my belief and knowledge”.

Date: Vikas Yadav

Place: Lucknow.