



Pratik Vanmali

Total 7 Years Experieance

Working at **Hecqo.com Online Home Service**
Providing Company (17th January, 2018 - 14th July, 2019)
Position - Inside Sales Executive
Highest Sales Target Achieved for **15 Months** in a Row
in Current Company **Hecqo.com**

Education

International Visa & Immigration Training - July 2019
Business Development Field Work Training
at Hecqo.com - **February 2019**
Recruitment Training at Hecqo.com - **February 2019**
Sales Training at Hecqo.com - **January 2018**
Acting & Dance Course - **Anupam Kher's Actor Prepares**
Acting School - 2018
Photography Training Internship - 2017
Photography of Models / Super Models, Tv Actress, Apparels /
Magazine / Calender, Hindi / Marathi Actors / Singers
MS-CIT Government Exam - 2016
1 Year Professional Internship - Bangalore 2013
of Graphic Designing & Animation, Movie Making Process,
Stage Shows Designings, Short Films, etc
Diploma in Animation Engineering - 2009-2012
2D & 3D Softwares, Short Films, Sketching, Painting, etc
(Arena Multimedia)
B.Com from Bhausaheb Vartak College - 2010
(Mumbai University)
HSC from Bhausaheb Vartak College - 2006
(Mumbai University)
SSC from Gokhale High School - 2004
(Mumbai University)

Excellent Inter Personal Skills

Strong verbal and written communication skills.
Computer Literate: Microsoft words, Microsoft excel,
Microsoft power point. Service minded.
Eager to work hard and take on new challenges

Currently Interested in :

- | | |
|--------------------------|------------------------------|
| 1. Advertising | 4. Acting |
| 2. Social Media | 5. Photography |
| 3. Digital Marketing | 6. E - Commerce |
| 4. Public Relations (PR) | 7. HR Recruitment / Staffing |

Leads were provided by the company on CRM through SMS, Facebook, Instagram, etc. me and my team used to convert them via Telesales, I was selected for making E-mails, meeting companies by taking appointments and providing presentations about services & close the deal.

Personal Information

Date of Birth: **25th May, 1988**
Marital Status: **Single**
Nationality: **Indian**
Languages Known: **English, Hindi, Marathi**

Contact

Satya Sai Krupa Building, A – 203,
Sai Baba Nagar Road, Satya Nagar,
Borivali (West)
Mumbai – 400 092.
Mobile Number: +91 9867448084
Email Id: spanishvanz@gmail.com

Description

As a **Inside Sales Executive** I am responsible for promoting, demonstrating and explaining products, methods, or services in order to persuade companies, customers to purchase products or utilize services.
As I am working in Start Up Company, I am engaged in multiple process like Tele Sales, Sales Operations, Recruitment of Team Members, Business Development Executive for giving Product, Price, Promotion and Place.

Services at Hecqo.com

I was Selling Services all over Delhi, Mumbai, Pune & Bangalore from Head Office Mumbai Malad West.

1. Pest Control
2. Appliance Repairs
3. Cleaning Services
4. AC Services/Repairs/Installation
5. Handymen's like Electrician, Plumber, Carpenter, Painter, etc.

Services were for Business to Consumer (B to C) as well as Business to Business (B to B), for everyone.

Hecqo.com is an Online Market for Home Services.

(Since 17th January, 2018 to 14th July, 2019)

1. *Sharing Website Content Ideas*
 2. *Ability to maintain confidentiality*
 3. *Thorough knowledge of telemarketing practices*
 4. *Amazing cold-calling and client-administration skills*
 5. *Ability to call out to and answer a high volume of calls*
 6. *Ability to effectively answer inquiries and resolve disputes*
 7. *Handelling Tele Sales Team, Checking Call Quality of them*
 8. *Extensive telesales, inside sales, database sales experience*
 9. *Superior interpersonal, written, and oral communication skills*
 10. *Search Leads & Set up Meeting with Clients & Convert the Leads*
 11. *Sharing ideas on Daily Campaigns through Social Media, Messages etc.*
 12. *Meeting HR & Purchase Manager of the Companies & Selling them Companies Services Effectively.*
 13. *Convincing & Giving Services to Customers and Executing Services to Merchants through Company's CRM.*
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Recruiting Staff :

1. *Reviewing applications, screening, shortlisting and selecting the right candidate*
 2. *Recruitment process is the first step in creating a powerful resource base*
 3. *Identifying the jobs vacancy, analyzing the job requirements,*
 4. *Performing in-person and phone interviews with candidates*
 5. *Making recommendations to company hiring managers*
 6. *Conducting exit interviews on terminating employees*
 7. *Completing timely reports on employment activity*
 8. *Coordinating interviews with the hiring managers*
 9. *Administering appropriate company assessments*
 10. *Performing reference and background checks*
 11. *Following up on the interview process status*
 12. *Completing timely reports on employment activity*
 13. *Conducting exit interviews on terminating employees*
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Tracking Sales Operations :

1. *Supervising Professionals are working smoothly & if Customer's are facing any problems.*
 2. *Operations Start , Arrive & Completion*
 3. *Quickly Solve Emerging Problems.*
 4. *Maintaining **Hecqo App** on Android*
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(22nd May 2014 to 31st Oct 2015)

Adobe Photoshop: 1 Year, 1 Month

Worked on Image Cropping, Image Editing, Collage of an image,
Custom images such as Graphs.

Adobe Flash: 1 Year, 1 Month

Worked on Image Cropping, Image Editing, Collage of an image,
Custom images such as Graphs,

Kidney Project:

Animation on Blood Flow in the Kidney, Tracing of Background.

Adobe Captivate: 1 Year, 1 Month

Simulation of the Tutorial Type Videos on Edmentum Project.

Data Entry of E Learning Courses

Working and Uploading E Learning Courses on Internet.

Best Sketching Art

Best Sketching Artist of Aptech's Arena Multimedia Abtarang 2010.

MS-CIT Govt. Certificate – 2016, **“Passed with Distinction” 90%**

School Kabaddi Certificate- 7th ,8th ,9th ,10th Standard.

Dodge Ball Certificate- 7th ,8th ,9th ,10th Standard.

Worked in **Short Film “Aazmaale”** in Arena Multimedia.

1. Data Entry of the Cash and Cheques Amounts

1. *Data Entry of the Cash and Cheques Amounts*
2. *Verification of Documents of the Customers*
3. *Maintaining Important Documentation*
4. *Signature Verification of the Customers*
5. *Opening and Closing of Bank Accounts*
6. *Taking Customer Feedback*
7. *Thumb Verification*

Current Position	-	Inside Sales Executive
Current Salary	-	2,40,000 p.a + Incentives
Expected Salary	-	3,00,000 p.a
Notice Period	-	Immediate Joining
Total Experieance	-	7 Years

1. Acting

- | | |
|--------------|----------------|
| 1. Acting | 4. Travelling |
| 2. Sketching | 5. Photography |
| 3. Painting | 6. Short Films |

12 Team Members (12th Sept, 2016 to 6th Jun 2017)

1. **Quality Logo Product (Night) Process**
2. **Crestline Process**
3. **Boxer Craft Process**

Virtual & Proof Making Process:

1. Individual Process Handling, Providing Training on the process.
2. Performing on Strengths, Weakness, Opportunities & Threats.
3. Searching, Making the Designing Suitable Backgrounds for the Product,
4. Layouts for the products to attract the public on internet as well as promoting business.
5. Converting Full Colour Logos into one colour and making Backgrounds of logos in one Colour, Typography Text and Cartoon Characters.
6. Setting the Typography Text in attractive form

Photography of International Models /

Photography of International Models / Indian Models /
Kids / TV Serials Actors, Jewellery & Apperals,
*Magazines & Calenders, Sports etc. **Ashoka Serial Photoshoot***
National Award Winner “Mahesh Kale” Photoshoot
Daya Behen From “Tarak Mehta ka Ulta Chashma” Serial

1. Adobe After

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|-------------------------|-----------------------|---------------|
| 1. Adobe After Effects, | 2. Sony Sound Forge, | 3. Maya, |
| 4. Adobe Photoshop, | 5. Adobe Illustrator, | 6. Gimp, |
| 7. Adobe Captivate, | 8. Adobe Premiere, | 9. Camtasia, |
| 10. Adobe Animate, | 11. Subtitle Edit, | 12. Audacity, |
| 13. Coral Draw, | 14. Zee Brush, | 15. 3D Max, |

Specialization: Designing Flyers, Standees, Pamphlet's, Brochures, Menu Cards, Vouchers, Visiting Cards, Digital Campaign Banners, Social Media Banners, E-Mailers, GIF/Flash Banners and Creatives, School Text Books.

1. I am

1. I am Interested in field Sales but only **B to B**
2. Only Interested in Recognised **MNC's**
3. I have Passport so ready to travel Internationally for Company Purpose.
4. Ready to Immigrate to another country