

VIJAY R

J P Nagar ♦ Bangalore ♦ Mobile: 9591410009 ♦ Email: vijaykai25@gmail.com

Objective

Taking interest, evince enthusiasm and to perform beyond the sphere of routine duty to bound excellent in the work allotted.

Personal Analysis: Willing to work, strive for excellence, ready to learn new concepts & leadership qualities, adaptive to any environment.

Profile

BCA degree with over 3 years of experience in the field of Computer Application. Skilled and well versed in Computer hardware. Strong quantitative and analytical skills. Proficient in grasping new technical concepts and utilizing them in an effective manner. Good knowledge of computer basics and MS Office. Enthusiastic, very responsible and hard working

Flexible and versatile – able to maintain a sense of humor under pressure. Poised and competent with demonstrated ability to easily transcend cultural differences. Thrive in deadline-driven environments. Excellent team-building skills.

Skills Summary

- ♦ Zoho CRM
- ♦ KD Max
- ♦ AutoCAD
- ♦ Google Sketch up
- ♦ 3 ds Max

Employment History

Present employed with M/s. My Gubbi April-2017 to Till Date

- ♦ Organization : My Gubbi, Bangalore.
- ♦ Designation : Deputy Manager Design

Key Areas of responsibility:

- ♦ Meeting Client in Mygubbi EC for full house interior design.
- ♦ Attending clients, meeting clients at site (or) home for detailed design discussions.
- ♦ Analyzing client's requirement and suggesting design in KD Max on modular standards.
- ♦ Checking 2d drawings shared by draftsman and sharing the same to the Planning team.
- ♦ Engaging customer with proper follow ups and driving them towards closure.
- ♦ Engaging with Planning team and Execution team at site till the project is completed.
- ♦ Resolving site issues with site engineers and client for smooth project delivery.

Previously employed with M/s. Capricoast Home Solutions Pvt Ltd Since Sep-2016 to Oct 2017, Oct 2017 to Mar 2017 In Home Lane as Free Lancer

- ♦ Organization : Capricoast Home Solutions Pvt Ltd or Home Lane, Bangalore.
- ♦ Designation : Sales Consultant/ Design Partner

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Employment History Continued..

Key Areas of responsibility:

- ◆ Consultant for full house interior design & turnkey Projects.
- ◆ Attending Walk in clients, meeting clients at site (or) home for consultation.
- ◆ Analyzing client's requirement and suggesting design ideas on modular standards.
- ◆ Attending technical meetings with CC partner to finalize on material and specifications.
- ◆ Coordination with partner and client for planning, production and installation team for completion of the project.
- ◆ Training New Joiners about the process, training on space planning, designing.
- ◆ Interacting with new CC Partners, updating them about the process.
- ◆ Managing more than 50+ customers per month with active status.
- ◆ Managing customers through CRM Tools(ZOHO) & Roster line up.
- ◆ Engaging customer with proper follow ups and driving them towards closure.
- ◆ Handling B2B Customers, presenting best fit package.
- ◆ Involved in negotiation between customer and partner to close deal.
- ◆ Involved in managing multiple partners and carpenters to get work executed.
- ◆ Timely responding to customer to achieve customer satisfaction.
- ◆ Handled builder projects with 35+ flats in the same complex (VBHC Vaibhava)
- ◆ Sales person of the Month for April & May 2017.

Projects Handled:

- ◆ Prestige Tranquility
- ◆ Brigade Golden Triangle
- ◆ Prestige Ferns
- ◆ Sobha City
- ◆ DLF Westend heights
- ◆ Goyal Orchid Lakeview
- ◆ Vaishnavi Terraces

Previously employed with M/s. Prakrithi Nirman since August-2014 till September-2016

- ◆ Organization : Prakrithi Nirman, Bangalore
- ◆ Designation : Marketing Manager, 3D visualizer/Designer, Site Supervisor

Key Areas of responsibility:

- ◆ Meeting Builders, Contractors for lead generation
- ◆ Visiting Clients with presentations and designs
- ◆ Supervision of the sites for coordination with Carpenters for design clarification.
- ◆ Interaction with Clients for any query during interior work progress.
- ◆ Preparing floor plans, civil drawings.
- ◆ Preparing 2D and 3D elevations and perspective view of buildings.
- ◆ Rendering 3D images using V ray.
- ◆ Planning and utilizing the interior space effectively.

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Employment History Continued..

- ♦ Visiting client sites for measurements and other clarifications
- ♦ Designing false ceiling, wardrobes, TV units and other elements

Previously employed with M/s. Insign Designer Space Since May-2011 till August-2014

- ♦ Organization : M/s. Insign Designer Space, Chennai.
- ♦ Designation : 3D visualizer/Designer, Site Supervisor

Key Areas of responsibility:

- ♦ Supervision of the sites for coordination with Carpenters for design clarification.
- ♦ Visiting Clients for presentation.
- ♦ Interaction with Clients for any query during interior work progress.
- ♦ Preparing floor plans, civil drawings.
- ♦ Preparing 2D and 3D elevations and perspective view of buildings.
- ♦ Rendering 3D images using V ray.
- ♦ Planning and utilizing the interior space effectively.
- ♦ Visiting client sites for measurements and other clarifications

Previously employed with M/s. BAGIC since Febuary-2008 till May-2011

- ♦ Organization : M/s. Bajaj Allianz General Insurance Co Ltd., Bangalore
- ♦ Designation : Retention Executive

Key Areas of responsibility:

- ♦ Validation and distribution of renewal registers to Channel Heads for their information and Follow-ups.
- ♦ Sending SMS alert to all customer before one month of the renewal
- ♦ Arranging for contact ability through courier services, and after sales services to the customers
- ♦ Healthy Renewal ratio for retail business for the dealer channels.
- ♦ MIS updating & sending reports to Territory Retention Manager and Channel Heads on a weekly basis
- ♦ Maintaining a daily track of calls made, pickups done, conversions and loss ratio and hence updating to the respective Channel heads/Insurance Advisors
- ♦ Analyzing the reasons responsible for the Lost and pending cases
- ♦ Responsible for providing fresh quotations to the customers who prefer making changes in their respective policies
- ♦ Responsible for arranging the vehicles to be inspected where there is a break in insurance
- ♦ Analysis of Dealer performance based on reports and identification of improvement
- ♦ Arranging Dealer visits, meeting Dealer heads & their team members identifying the problems that have been faced for the renewal conversion ratio & giving solutions to the problems. Monitoring the performance of the Dealers by sending reports on weekly basis.
- ♦ Announcing various monthly schemes to the Dealers telesales persons/ runners.
- ♦ Arranging weekly meeting with the Dealer team members

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Employment History Continued..

- ◆ Preparing Dealer Top performers in RV Team and Circulating Pan India
- ◆ Develop system to satisfy customers based on their feedbacks, Process training of dealer staff on the Feedback system
- ◆ Regularly update documentation and reporting. Track competitor's activities and bring relevant information to the management's notice.

Achievements:

- ◆ As the Retention Executive of the Renewals vertical. I have been instrumental in bringing the Dealer Renewal business together and ensuring 70% Conversion month on month.
- ◆ I have ensured that after I took over as the Renewals Retention Executive, I have managed my entire dealer to give a solid platform and to be recognized by the branch manager
- ◆ Giving a constant performance of 70% conversion month on month.
- ◆ During the period Feb 08 – March 09, the renewal ratio was 55% and I have grown over by 70% till date
- ◆ I have been top performer in selling Drive Assure product in the RV Vertical and have been Certified

Education & Certification

- ◆ Bachelor of Computer Applications in Year 2011-55%-TNOU

Technical Skill Details

- ◆ Designing : AutoCAD, Google Sketch up, 3ds max, KD Max
- ◆ Others : ZOHO CRM, MS Excel, Word & Power Point)

Personal Details

Full Name : Vijay R
Nationality : Indian
Marital status : Married
Sex : Male
Date of Birth : April, 25, 1989
Language known : English, Hindi, Kannada, Tamil (Read, Write & speak)
Hobbies : Listening Music, Watching Television.
Personality : The most important aspect of my personality is:

- ◆ Positive attitude towards life.
- ◆ Openness towards learning new skills.
- ◆ Ability to work hard in adverse circumstances to meet the target without losing patience.

Declaration

I hereby state that the above information given is correct and true in my belief and knowledge.

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Employment History Continued..

Vijay R