

VIKAS PUJARI

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OBJECTIVE: To contribute to the success and expansion of an organization and at the same time grow both personally and professionally by continuously increasing my skills

EXPERTISE: Business Development|Analytical Skills |sales expert| Customer Relationship Management |Retail sales management|Relationship Management| Customer Relationship Management| Planningmanagement| Problem Solving and Decision Making | Team Management | Training, Knowledge Sharing & Management | Excellent Communication Skills | Leadership Skills |

EXPERIENCE AND PROJECTS

GULF SOURCES (JAN 2016 - AUG 2016) Dubai	<p>Position: <u>Business DevelopmentExecutive</u></p> <p><u>Roles and Responsibilities:</u></p> <ul style="list-style-type: none">• Work with and expand current prospect database within specified business sectors to generate effective leads & exceed the business• Develop a sales contract plan, direct marketing, and attending industry events to build relationships with key prospects• Reviewing Identify requirements for new products & services to anticipate and potentially lead the market.• Develop effective working relationships with customers through regular meetings and identify and obtain further sales and business development opportunities• Contacting clients to inform them about new developments in the company's products.• Researching organizations and individuals online (especially on social media) to identify new leads and potential new markets• Contacting potential clients via email or phone to establish rapport and set up meetings• Training personnel and helping team members develop their skills• Negotiating and renegotiating by phone, email, and in person• Researching the needs of other companies and learning who makes decisions about purchasing• Worked for clients such as <i>Souq.com, Wadi.com, Jadopado.com, Carrefour Bahrain, Union Co-op, Axiom, and Sharaf DG.</i>
SHARAF DG (JAN 2015- DEC 2015) Dubai AND BHAWANA COMPUTRE RS (JAN 2012- DEC 2014) Delhi	<p>Position: <u>Business and IT SALES Executive</u></p> <p><u>Roles and Responsibilities:</u></p> <ul style="list-style-type: none">• Identifying and establishing new business• Develop a sales contact plan direct marketing, and attending industry events to build relationships with key prospects• Reviewing Identify requirements for new products & services to anticipate and potentially lead the market.• Develop effective working relationships with customers through regular meetings and identify and obtain further sales and business development opportunities• Training personnel and helping team members develop their skills• Organizing sales visits, liaising with existing clients.• Preparing tenders, proposals and quotations.• Attending trade exhibitions, conferences and meetings• Maintaining fruitful relationships with existing customers

CORE STRENGTH

- Superior presentation and interpersonal skills.
- Efficient sales trainer and communicator – Persuasive and negotiating skills.
- Agile in cutting edge of technology, engineering and sales.
- Customer Service orientation – Active listener.

TECHNICAL SKILLS

- Good knowledge of MS Office and Office related software's (EXCEL, WORD, POWER POINT.... Etc)
- Knowledge of programming language (JAVA, C, C++)
- Hands on experience in installing various devices (hardware) with computer system and installation
- Hands on experience on set up environment to test various networking devices.
- Hands on experience of configure desktop assembly.

PREVIOUS ASSIGNMENTS UNDERTAKEN- INTERNSHIP

ITV NEWS - LIVE BROADCASTING EQUIPMENTS (ENCODER and DECODERS) SALES AND SERVICES

- High value devices
- Used to transmit and receive transmitted signal through satellite.
- Long distance communication devices.
- Mostly used in media industries.

EDUCATION AND ACADEMIC ACHIEVEMENTS

Post - Graduation	INSTITUTE OF MANAGEMENT AND TECHNOLOGY 2015-2017 <ul style="list-style-type: none">• MBA -MARKETING		
Graduation	RD Engineering College, Ghaziabad Aggregate: 63.40% 2007-2011 <ul style="list-style-type: none">• B.Tech, Electronics & Communication		
School	T R M PUBLIC SCHOOL, <ul style="list-style-type: none">• SSC, CBSE 2005		Aggregate: 70.60% 2004-
	<ul style="list-style-type: none">• HSC, CBSE 2006-2007		Aggregate: 73.20%

PERSONAL DOSSIER

Date of Birth: 10-04-1989| **Language Proficiency:** English, Hindi
Residential Address: House no-492, sector-1, vasundhra,
Ghaziabad, UP