

## VIVEK BAXI

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### Professional Summary:

- **19 years** of experience in Training Rural, Semi Urban and Urban Population in Sales and Marketing of Consumer Durables, Financial Products, General and Life Insurance, and Field Operations for Market & Social Research at senior and middle level positions.
- Proficiency in the areas of Psychometric Profiling, Content Development, Conducting Workshop on Change Management, Relationship Management, Behavioral Training, Life Skills, Soft Skills, Hard Skills, Concept Sales, Key Account Management, Team Management, Counseling and Motivating people.
- Worked in the areas of Developing Dealers, Brokers and Resident Representatives Network, Distribution Networks Visualizing and Designing Kiosks, Dealer's Outlet, Trade Show Execution, Preparing Multimedia Presentations and Managing a Profit Centre.

### Presently:

- **Working as Training & Development Consultant** (Since August 2013)
  - **Attached with various organizations** on assignment basis for their **Training and Development** needs, major client includes **NestCraft Design Studio(Mumbai), Creative Fisher(Mumbai), Life Skill Training Hub(Chandi), Prognosys Group(Noida), IIBM(Patna), LIC(Ulhasnagar).**

### Previously:

- **Head Training, Development and Relationship at Prognosys Info Solutions, Mumbai** (April 2011 – July 2013).
  - Prognosys Info Solutions is a leading consulting company and the service provider with the primary focus on E Governance. <http://www.prognosysi.com>
- **Regional Head with Shriram Transport Finance Co. Ltd, Mumbai** (February 2008 - March 2011).
  - Shriram Transport Finance Co. Ltd. An asset management company has significant national presence in the field of Commercial Vehicle Finance. <http://www.stfc.in>
- **Head Operation and Training at Prognosys e Services, Mumbai** (September 2005 - January 2008).
  - Prognosys e Services is a Market Research & Consulting firm, focused on Technology, Telecom & Consumer vertical. <http://www.prognosyse.com>

- **State Head with Shriram Overseas Finance Co. Ltd, Jaipur** (October 2001 - August 2005).
  - Shriram Overseas Finance Co. Ltd. An asset management company had significant national presence in the field of Commercial Vehicle Finance, merged with Shriram Transport Finance Co. Ltd in 2006.
- **Manager with Divya Marketing, Distributor, SONY India, Patna** (October 1995 – September 2001).

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#### **Academic/Professional Qualifications:**

- M Sc in Counseling and Psychotherapy.
- PG Diploma in Industrial Counseling.
- Certified Psychometric Test Professional.
- B.A. in Sociology and Political Science with Honors in Geography.
- 'C' Certificate of NCC Air Wing.

#### **Distinction Achieved:**

- **Get an Opportunity to Learn** from Different Stratum of Society and the Individuals aged between 18 years to 72 years with Diverse Regional, Cultural, Economical, Educational and Vocational Backgrounds.
- Conducting **Workshop on Soft Skills, Hard Skills and Sales Training for Rural and Semi Urban Youth** for the **BTL Promotional Activities** in the **Rural Market**. (November 2012 till Date)
- Conducted **Workshop on Change Management** for Investigating Officers of **Rajasthan Police** in **CCTNS** project. (Year- 2012)
- **Head of R-APDRP** project for **Baroda** and **HESCOM**. (Year 2011- 2012)
- Recipient of **"The Best Mentor"** award at All India Conference of Shriram Transport Finance Company. (Year- 2009)
- **Head of Integrated Marketing Services Team to create** one of the **Largest Database of Companies** on their **IT Potential, IT Buying Pattern, IT Purchase Intentions and IT Infrastructure** in Prgnosys e Services. (Year 2005- 2008)
- **Gold Medal** for achieving **Highest NET accretion** in terms of growth for the Public Deposit Portfolio (600% from previous year and 240% on the set Target) of Shriram Overseas Finance Co. Ltd and selected for the four **Member Core Team** consists of **Vice President, GM & AGM**, which was responsible for the **Marketing Strategies and Promotional Activities in Rajasthan**. (Year 2003- 2005)
- Developed the **Dealer's Network** in **Central and North Bihar** for **SONY Electronics (I) Pvt. Ltd.** in Divya Marketing. (Year 1996)

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#### **Personal Details:**

- Date of Birth: 06.11.1968
- Gender: Male
- Marital Status: Married
- Place: Mumbai

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