## Live LIFE JOURNEY – C.V

Communication

**RAJA VINAY RAMANIKLAL**

**SALES & MARKETING PROFESSIONAL**

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DATE OF BIRTH: 5TH MARCH 1970

OBJECTIVES

* A challenging management position with a market leader that will effectively utilize acquired expertise, creative talents, skills to drive business growth and commitment to excellence, Desire a position with career growth potential. Also to be best management person for An organization where ever works,ready to relocate.
* Professional an expert in sales & marketing,overall administrator,[soft skill,sales & marketing Trainer] and best leadership qualities
* **KEY SKILLS & STRENGTHS**
* Hard-working, self motivated, high sales achieving sales professional with proven track record of team building communication
* Excellent decision-making and problem solving skills developed while meeting challenges of continuously fluctuating market trends and strong commitment to customer service
* Quick study, with an ability to easily grasp and put into applications, new ideas, concepts, methods and techniques
* Organizational oral/written communication, interpersonal, analytical and problem resolution skills. Thrive in both dependent and collaborative work environments.
* Proficient in the use of computer programs and applications Having trainer[coaching]skills as already successfully trained employee

**PRESENT CAREER & ACHIEVMENTS**Presently from february 2010 onwards working as Manager – Business Development with one of best Mumbai based construction products company for Gujarat for trunkey pojects & retail distributor channel business development[ confidential ] with achieveed every quarter incentives.developed business from 3 lacs to 1 crore for central gujarat.

**PAST CAREER & ACHIEVMENTS**

* Worked with **Havells India Limited** as product Head Gujarat handling Gujarat handled Havells switches for 6 months. And after that handles swithcgear &energymetersfor1year 6 months for the same company . increased 15 dealers forgujarat territary and also given business of 5 crore for the period [ 2008 to 2009 ]
* Worked as RSM with**Vidyut metallics** pvt ltd [Supermax] covered major cities of Gujarat from [ January 2007 to Feb. 2008] when joined the company sales was 2.5 crores I have increased it to 8.75 crores
* **Reliance communications** [ Project Master Gladiator ] where I worked as **sales & Marketing Trainer**. For the project developed bye [NIS Sparta Ltd.] when start with prepaid sales was 1.5 crore for the territory increased to 8 crores of voucher also make it possible of high value mobile sales up to 25% increased In period of 2.5 years, after successful working also worked with PCO division and increased PCO STD voucher sales from 3 crores to 5 crores, make development plan for postpaid and increased connectivity from 2500 connections to 7500 in the month for the territory [ july 2005 to dec 2006]
* **SALES TRAINER WITH HUL**”[ PROJECT DRONACHARYA ] AS DRONA with Hindustan Unileever Ltd as Sales & Marketing Trainer. With a project Dronacharya.[nis Sparta] I was appointed for Saurastra. Here with team work increased sales of 80 person including TSI for there daily, weekly & monthly achievement of targets and increased sales figures from 5 crores to 8 crores bye implementing best sales technique developed bye me,soft skill,effective communication,approach & convincing of people and given continuous growth & development to company. [july 2003 to june 2005]
* **“ASSISTANT SALES OFFICER” with Cavin Care** India Limited for [South Gujarat][ACHIEVEMENTS:I have managed all south Gujarat distributor and increased sales from 75 lacs to 7 crores.[[1999 to june 2003 ]
* **Shrinivas Fine Arts** a premium stationery company had an annual turnover of Rs. 25 lacs [distributor channel] I covered major part of South Gujarat. My contribution to company leads to Rs. 2.5crores for all items in which we dealt with all south Gujarat and Panchmahal [1995 to 1999 ]
* Currently pursuing MBA from SCDL [SYMBIOSYS] 11 subjects of semester I & II Completed
* M.Com: Accountancy, marketing & Business Mgt(1994; M.S. University, Baroda.)
* B. Com. with Accounting Auditing (1992; M.S.Univ., Baroda

**Present salary : 5.25**

* **expected salary : as per EXPERIENCE AS PER company norms**