
VIKAS TANWAR

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CARRIER OBJECTIVE

- To secure a challenging position in a reputable organization to expand my learning's, knowledge, and skills. Secure a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the company.

KEY SKILLS

- **Customer service mindset:** I go the extra mile to satisfy customers and meet their needs and ensure they return for repeat business.
- **Team leadership, coaching & mentoring:** I have ability to motivate the staff in order to get the best out of them and improve productivity. I am also able to allocate time to mentor and coach other employees.
- **Exceptional multi-tasking:** I can work on 2-3 jobs at a time. As a result of this, I have been appreciated on many occasions for being an efficient employee.
- **Good negotiator:** I am capable of persuading customers to purchase products and services and can maintain a positive atmosphere during a difficult negotiation.
- **Planning:** organizing, and time management demonstrated in project management and working while studying
- **Communication:** Strong level of verbal and written communication skills, demonstrated in employment and successful tertiary study
- **Problem solving attitude:** I take initiative in the team to solve problems for customers and make informed decisions under high-pressure situations.
- **Proficient salesperson:** My knowledge, communication skills and experience enable me to perform to the best of my ability.
- **Excellent sales results:** I look forward to exploring and experimenting with new sales strategies and revenue generation ideas. This has a positive impact on sales figures.
- **Quick learner:** I grasp new concepts and ideas quickly. I also keep my mind open and willingly ask questions in order to gain knowledge.
- **Technologically Savvy;** Up to date with latest technologies
- **Physically active, healthy, and fit**

ACCOMPLISHMENTS

- Implemented successful sales strategies resulting in increased revenue and solid customer base for the business.
- Developed highly effective on boarding training strategies for employees as a Sales Manager for a team of 40-50 people.

EDUCATION

- 10th From Manava Bharati India International School (Mussoorie Uttrakhand)
- 12th From Birla School Pilani Bits Rajasthan

WELLINGTON INSTITUTE OF TECHNOLOGY (WELLINGTON NEW ZEALAND)

New Zealand Post Graduate Diploma in International Business NZQA Level-7

(Graduated in 2017)

EMPLOYMENT HISTORY

SALES REPRESENTATIVE

Part time from 2015 to 2017

Professional Sales Limited,

Level-1, 1 Robert Street, Ellerslie, Auckland 1051 New Zealand

TEAM LEADER

Professional Sales Limited

Nov 2017 – Aug 2018

Managing a team, of 12-15 people

- Responsible for Generating Leads mainly through door to door promotions and online as well for the sales team.
- Accurately handling sales of team and agent queries.
- Recruiting, Managing & training the pre sales team and motivating them.
- Cold calling and other lead generation activates like events, exhibitions, etc.
- Organizing work.
- Communicating goals.
- Connecting work to context.
- Delegating tasks.
- Leading by example.
- Allocating and managing resources.
- Problem solving.
- Managing project progress.
- Managing inbound and out bound sales queries for the team

PROJECT ADMINISTRATOR

Professional Sales Limited

2018 to Current

- Recruiting Sales Teams for professional sales Limited throughout New Zealand.
- Admin duties
- Recruiting Interns and managing them for Auckland Head office and nationwide Teams.
- Recruiting, Managing & training the pre sales teams & motivating them.
- Managing Lead generated by different Teams throughout the nation converting leads into sales.
- Tracking online orders at distribution centre from entire NZ domain
- Developing strategic marketing plans on a weekly/monthly/quarterly basis
- Cracking organizational dealings with key decision makers of external corporate institutions
- Building marketing strategies B2B and D2D marketing segment
- Promoting the B2B and D2D sales and dealing with after sales queries and miscommunications.

INDUSTRY SKILLS

- Corporate/ In-house/ Outdoor
- Marketing events
- B2B / B2C Sales & Marketing
- Marketing Strategies/Plans
- Budget Allocation
- Image Consulting & PR
- Social Media Marketing

REFEREES

Available and willingly provided if needed.