

# VIVEK DADHEECH

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Seeking challenging assignments in Sales & Marketing,

## PROFESSIONAL ABRIDGEMENT

- ☞ A qualified professional with 4 years of experience in the field of Sales, Business Development, Marketing & Channel Management.
- ☞ Completed Post Graduate Diploma in Management from Indra Gandhi National Open University, Jaipur.
- ☞ Completed **B.Tech.(Electrical&Electronics)** from Rajasthan institute of Engineering and Technology, Jaipur.
- ☞ Currently associated with Shakti Pumps (India)Ltd. as a **Area Sales manager in Chandigarh.**
- ☞ Possesses fair knowledge and understanding of current market industry.
- ☞ Excellent communication & interpersonal skills with ability to grasp new concepts quickly and utilize same in a productive manner.

### **Major Strengths:**

- ☞ A good team leader with analytical bent of mind.
- ☞ Ability to think clearly and logically.
- ☞ Proficient in dealing with people diplomatically.
- ☞ A fast learner with excellent problem-solving skills.

## WORK EXPOSURE

**From November'16 to Till Now Shakti Pumps (I) Ltd as Area Business/Sales Manager, Sales & Marketing**

### **Accountabilities:**

- ☞ Business Plan for the Area office.
- ☞ Sales & Market Share Achievement.
- ☞ Dealer Scouting, Processing dealer development.
- ☞ Monthly Analysis of dealer performance on Operational Parameters.
- ☞ Assignment for PO & Demonstration team.
- ☞ Reduce Average Outstanding for each dealer.
- ☞ Competition Monitoring and nurturing dealer in Market.
- ☞ Market Development thru Activities and Field Operations.

**From August'14 To November'16 Jain Irrigation Systems Ltd. in Jaipur as Sales Engineer.**

### **Accountabilities:**

- ☞ Business Plan for the Territory.
- ☞ Sales & Market Share Achievement.
- ☞ Processing dealer development.
- ☞ Monthly Analysis of dealer performance on Operational Parameters.
- ☞ Competition Monitoring and nurturing dealer in Market.
- ☞ Market Development thru Activities and Field Operations.

**From Nov'13 to Feb'14 Vincent Solar Energy, Sales Executive Jaipur.**

**Accountabilities:**

- ☞ Managing sales, marketing, service & channel Development.
- ☞ Planning, executing, supervising, auditing and coordinating with the clients.
- ☞ Performing standard activities to service the customer independently.
- ☞ Dealing with the traders and contributing to team as an individual.
- ☞ Carrying out special trainings for campaigner.
- ☞ Coordinating with team and cautiously utilizing the manpower.

**Notable Attainments:**

- ☞ Special attentions on field activities are done to boost the company sales.
- ☞ Comparative Demo, Campaigns, Door to door contact with customers are done for promoting the brand.
- ☞ New Project done in some territories to improve the sales.

**ACADEMIC CREDENTIALS**

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**B.Tech. (Electrical & Electronics)** from Rajasthan Institute of Engineering & Technology, Jaipur.  
**2009-2013.**

**Intermediate** from Govt. S. Sec. School, Chittorgarh 2009.  
Affiliated to Rajasthan Board.

**High School** from **SBBSJ**, Chittorgarh in 2007.  
Affiliated to Rajasthan Board.

**IT FORTE**

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<b>Software Packages:</b>	MS-Office & Internet Applications
<b>Operating Systems:</b>	Windows 8 and updated version.
<b>Programming Languages:</b>	C.

**PROJECT UNDERTAKEN**

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**Project Title:** Missile  
**Duration:** Six month  
**Description:**

Identify the territories where competitor is dominant and planned strategy to break the competitor market share. Planned activities in those territories according to requirement to break the dominance of the competitor and increase our market share. Coordinating with team and cautiously utilizing the manpower.

## TRAININGS & SEMINARS



### *Undergone Training at:*

☞ Hindustan Zinc India Ltd. Chittorgarh for 45 days July, 2008.

### *Attended Seminars on:*

☞ Personality Development Skills.

☞ Presentation Skills.

☞ Product Training Skills. August, 2010

## PERSONAL DOSSIER



Date of Birth: 10<sup>th</sup> Dec, 1991

Permanent Address: "Goverdhan" 7-A Shaheed Bhagat Singh Nagar, Senthil Chittorgarh 312001,  
Rajasthan.

Languages Known: English & Hindi