

VAIBHAV SAXENA

Career Objective:

Aim to be associated with a progressive organization that gives me scope and update my knowledge to utilize the best in me, for the benefit of the organization and thereby to achieve mutual development.

Work Experience:

- Currently Working at Advance Navigation and Solar Technology Pvt. Ltd.(a Patanjali Group Co.) as Business Coordinator. (Aug 2017 to Present)

Responsibility:-

- ❖ Find Lead of On grid & Off grid Solar System.
 - ❖ Dealership & Distributorship.
 - ❖ Product Deal with Solar Street Light ,Water Heater , ST 200 Sun Tracker, Solar Home Lighting System , Solar Lantern, E- Rickshaw Kit, Charge Controller, Led Bulb .
- 3.7 Year Experience in **Religare Securities Ltd** as **Assistant Relationship Manager**.

Responsibility:-

- ❖ New Client Acquisition.
 - ❖ Daily Client Visits to at least 3 new clients.
 - ❖ Mapping local clients in the area.
 - ❖ On-boarding least (3/4/5) clients with qualified accounts per month.
 - ❖ Driving Sales and maintaining a high level of Cross-sell & revenue generation.
 - ❖ Equities & commodities.
 - ❖ Third party Product Sales.
 - ❖ Client service and Relationship management.
 - ❖ Maintaining Customer Relationship.
 - ❖ Tapping New business Avenues.
 - ❖ Portfolio Management.
 - ❖ Sales Reporting to immediate manger on Daily Basis.
- Have worked in **DIRECTORATE OF ECONOMICS AND STATISTICS MADHYA PRADESH** as an **Enumerator**.

Responsibility:-

- ❖ visit government or non government company check record and collect data information .
- ❖ Record entry online Portal .

Education Qualification:

- MBA in Finance & Marketing from School Of Studies Jiwaji University Gwalior in 2018 .
 - B.E in Electronics & Communication from RKDF College of Engineering Bhopal affiliated to RGPV TECHNICAL UNIVERSITY in 2010.
 - Higher Secondary from Saraswati Vidhya Mandir M.P. Board Bhopal in 2005.
 - High School from Saraswati Vidhya Mandir M.P. Board Bhopal in 2003.
 - PGDCA from MMYVV Jabalpur in 2015.
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Certification :

- EDP on SOLAR ENERGY from NIESBUD AT CHANDIGARH.
- Solar Certified from Su-kam SOLAR TRAINING CENTER Manav Rachna University Faridabad.
- CCC Certification from NIELIT in 2015.
- National Seminar Presented a Paper on Demonetization and Foreign Trade.

Training:

- Completed 30 days Industrial Training on RECTIFIER & CNC from BHEL Bhopal (M.P).
- Completed 45 days Automation Training at Sofcon India Pvt. Ltd Bhopal (M.P.).

Assets:

Good in Logic and Reasoning
Quick Learner
Positive Approach towards Task
Good Team Player

Interest And Hobbies:

Reading News Paper
Listening to Music
Internet Surfing

Participation & Achievements:

- Represented my district in state level Vedic Mathematics competition and won First prize.
- Participated in various inter school essay and debate competition.
- Played Cricket at School Level Competitions.
- Paper presentation on OSI Model in SANCHARAN.

Personal Details:

Father Name	Mr. Surendra Kumar Saxena
Date of Birth	06-11-1988
Nationality	Indian
Gender	Male
Mail Id	bvjps5489n@gmail.com
Mobile No	09713737342
passport No	K4899848
Address	74, Gadi Khana Marg, Rai Ji House Datia-475661

Declaration:

I hereby declare that all the information provided by me in this resume is factual and correct to the best of my Knowledge.

Place: Gwalior

(VAIBHAV SAXENA)