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| **VIKAS BENIWAL** |
| **Email:** vikasbeniwal21@gmail.com **Contact Nos.:** 0124-4054879 , 8860227144 |
| House No. : 2136, Huda Colony, Sector : 4, Gurgaon-122001 |

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| **CAREER OBJECTIVES** |
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An inspirational & results driven sales professional, who has the raw entrepreneurial drive and strong work ethic required to continuously exceed set sales targets with 6.9 years of experience in Project & Channel Sales- Domestic & Exports with extensive network of contacts in Electrical and solar Industry. A proactive planner with abilities in devising effective strategies for augmenting business

**PROFESSIONAL EXPERIENCE**

Currently working as **Sr. Executive- Specification & Sales** in **LEGRAND, INDIA** since May’2015.

**Job Responsibilities**:-

1. Working closely with architects, consultant and developers for specifying the make in different verticals – hospitality, government, institutional, real estate and continuous follow up for sale closure.
2. Responsible for identifying potential business segments & entering into it by making cordial relation with clients
3. Monitoring and gather information on projects at PAN India level under channel information planning.
4. To achieve targets in different verticals such as LV Switchgear, Networking, Cable Management Solutions and Home automation with project funnel.

**Achievement:**  Achieved the target of 12 cr. out of which 2 cr. achieved in focus products.

Worked with **SU-KAM Power System Pvt. Ltd., Gurgaon in Sales** as **Business Development Manager** for 4.5 years since Dec 2010.

**Designation: - BDM- Domestic & Export Sales**

**Job Responsibilities**:-

1. **Business Development**:

* Identifying prospective clients, generating business from new accounts and developing them to achieve consistent profitability.
* Building and maintaining healthy business relations with major clientele, ensuring maximum customer satisfaction by achieving delivery & quality norms.
* Interacting with the customers to gather their feedback regarding the product utilities.

1. **Channel Management:**

* Identifying and networking with financially strong and reliable dealers and channel partners, resulting in deeper market penetration and reach.
* Technical Training to channel partners on products to improve profitability and product positioning.
* Ensuring extensive coverage of the allotted area through Dealer for entire range of products.
* To personally supervise the operation of Distributors & Dealers.
* Ensuring proper market visibility for all products and organizing BTL, ATL activities.
* Launching of new products at Pan India Level through live demo to channel partners and analyze the impact of it on sales.

**Achievement:** Achieved a target of 18 cr. in Nepal for FY 14-15 and 6 cr. in solar category in Haryana for FY 13-14.

**PROFESSIONAL TRAINING**

1. 5S Implementation

2. ISO Internal Auditor

3. ISO 9001:2008

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| **QUALIFICATION** |
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**PROFESSIONAL QUALIFICATION**

* **Bachelor of Engineering** in **Electronics** & **Communication** from **Dronacharya College Of Engineering**, Gurgaon affiliated to M.D.U. Rohtak – Haryana securing 60.57 %
* **Pursuing Master of Business Administration in Sales & Marketing** from **Sikkim Manipal University (2015-2017 )**

**ACADMEIC QUALIFICATION**

* 12th From C.C.A Secondary School (CBSE) in March’06 with 73.40%.
* 10th From C.C.A Secondary School (CBSE) in March’04 with 67.00%.

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| **EXTRA CURRICULAR** |
| * Participated in cricket, Table Tennis at inter college level. * Leaded Su-Kam corporate cricket team as captain in various corporate tournaments. * Awarded with the Best All-rounder in the year 2014-15 in sports meet. |
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| **STRENGTHS** |
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* Stay focused until completion of the assigned tasks.
* Enthusiastic, Eager to meet challenges & Knowledge hungry.
* Quickly assimilate newest and latest technologies, skills, concepts & ideas.

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| **PERSONAL PROFILE** |
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Name : Vikas Beniwal

Father’s Name : Sh. Bhoop Singh

Date of birth : 24-01-89

Gender : Male

Nationality : Indian

Languages Known : English & Hindi

Permanent Address : House no-2136, sector-4, gurgaon

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| **DECLARATION** |
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I hereby declare that the above information furnished is true to the best of my knowledge and belief.

Place :

Date : SIGNATURE