**Curriculum Vitae**



**Vicky Dilip Nag**

Date of Birth: 15-4-1990

**Mobile:** +91-7385153130 **| E-Mail:** Nagvicky@gmail.com

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| Objective |

Willing to work in Challenging & Creative Environment. Intend to build a career with committed & dedicated people, which will help me to explore myself fully and realize my potential .And Achieve Goal Congurence

***WORK EXPERIENCE***

* + - **Hi-tech Engineers ( Currently Working as Sr Marketing Executive)**

* Prospect for potential new clients and Expand Customer-Base & Revenue for the Company
* Enquiry Generation from SEO – Cold calls, Lead generation, customer visits etc.
* Cold call as appropriate within market or geographic area allotted to ensure a robust pipeline of opportunities.
* Identifying potential clients, and the decision makers within the client organization.
* Following up new business opportunities and setting up meetings with potential client`s &decision makers.
* Coordinate with Design, Operations to develop winning proposal bid strategies regarding scope, schedule, performance and terms and conditions.
* Visit client for techno commercial discussion, negotiate and closing the contracts. Taking clarity from the client with regards to Design And Client Requirment.
* **Buisness Developer Swastik Industrial Works. (December 2014- January2016)**  **(Manufacturer & Trader of Industrial Fasteners)**
* Business Development in the specific region across India by targeting , OEM to penetrate in the market
* Develop Fresh Customers & Expand Customer-Base & Revenue for the Company.
* Key Are Handled Are West And South Zone Of India ‘s Industrial Area
* Responsible for Over Achieving The Target 55 Lakhs In south zone.
* Worked On Government Tenders For HCL , BEL, NM
* Marketing Strategy - Planning & Execution.
* Enquiry Generation from SEO – Cold calls, Lead generation, customer visits etc.
* Cost estimation & Pricing of the Product.
* Preparation of commercial proposals, costing, review and bid submission.
* Technical discussion, Negotiation & Finalization with Customer (Order Booking)
* Visiting Exhibition And Participations & Branding Promotion Activity
* Handled export region Middle East and international Countries.
* **Sales Executive At RSD GENERATORS (may 2010-October 2011)**
* Started as a fresher.
* Used to Sale DG Set Diesel Generators
* Projects & Institutional sales through contractor ,developers , consultants & architects.

**Other**  **WORK EXPERIENCE ‘ S**

* Hindustan Unilever (Winter Internship MBA)

(2012-2013) 2 months

* Nestle Group (2007)

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| Academic qualifications | | |
| Degree/University/Specialization | **Institution** | Score |
| MBA 2nd Year (2013-14) Full time Marketing | **Oriental Institute of Management, Vashi** | 1st Class |
| MBA 1rst Year ( 2012-13) Full time | **Oriental Institute of Management ,Vashi** | 1st Class |
| Bachelor of Management Studies (2010) Marketing | **VidyaPrasarakMandal College(V.P.M) Mulund** | 2nd Class |
| HSC(2007) | **K.M Agarwal College ,Kalyan** | 2nd Class |
| SSC (2004) | Fatima High School , Ambernath | 2nd Class |

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| COMPUTER KNOWLEDGE | | |
| Courses | **INSTITUTES** |
| MS-CIT( BASICS) | **STERLITE FOUNDATION (2004)** |
| ACCP(C,C++,SQL)  DIGITAL MARKETING Seo | **APTECH COMPUTERS (2007)**  **UCC (2017) Pursuing** |

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| Academic Achievements |

* Representing College for Gaming Console
* Won Gold Medal In SY.B.M.S at V.P.M College For Cricket Match

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| MBA FINAL PROJECT |

* Research on MARKETING STRATEGY of Tata Sky & Dish TV,
* Market research for HUL new Beauty Product In Market.

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| Personal Dossier |

**Name :**-Vicky Dilip Nag

**Sex** :- Male

**Nationality**:-Indian

**Languages** :- Hindi, English,Marathi , Bengali.

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