Vinit Saini

Mobile:+91-8750828648 , Email-vinitkumarkbk8@gmail.com

**CAREER OBJECTIVE:-**

Seeking a sales job that offers a vibrant workplace where I can use my good sales

Experience and proven customer-relationship strengths to achieve challenging sales

Goals. An innovative problem solver who brings creative solutions to the table.

**PROFESSIONAL EXPERIENCE:-**

**WORKING WITH POLICY BAZAAR(PAISA BAZAAR) MAY,2015 TO NOV. 2015**

DESIGNATION:- SALES ASSOCIATE CONSULTANT

**KEY SKILLS:-**

* Selling and promoting finance products.
* Keep the product knowledge and further give the suggestion to the customer

According customer requirement.

* Make the outbound calls and give the best deal to the customer
* Make the releation to the customer after disbursement.
* Work knowledge and hardcore selling
* Responsible for grow up the business with finance product according company

Requirement

* Responsible for completeing the team target and a good team player
* Complete and achieve every month target

**WORKING WITH CAR DEKHO.COM (JAN,2015 TO MAY ,2015)**

Designation:- JUNIOR CAR CONSULTANT

**KEY SKILLS :-**

* Arranging appointments via internet leads
* Keep the good product knowledge
* Responsible for grow up the business according company requirement
* Selling the used cars give the best advice to the customer
* Make the good releation with the dealer and manager.
* Achieve the team target every month and a good team player
* Getting the response everday from the dealer on the basis of creating and

Sending the leads

* Maintain the database of customer queries and maintain the leads quality

**ACADEMIC CREDENTIALS:-**

* **B. Tech.\*(Information Technology) Degree course conducted** by Rajasthan Technical University, Kota (Rajasthan) from **MITRC** Alwar.
* **12th(PCM)** from **Achievers Academy, Alwar.** Conducted by **Board Of Secondary Education, Rajasthan** in year 2009.

**COMPUTER KNOWLEDGE:-**

**Operating Systems** : WINDOWS XP, 7, 8

**Languages** : TURBO-C, C++, html, sql

**Other Tools** : MS-Office (Word, Excel, PowerPoint & Outlook), Internet.

**RESPONSIBLITIES:-**

* Assisted customers with their queries and problems by telephone.
* Achieved set targets of the firm by the stipulated deadline.
* Entered and updated new customer details in the customer relationship management software According to administrative guidelines.
* Applied Brain Storming Technique for capturing the requirements.
* Prepared System Study Document and SRS Documents.
* Keep the good product knowledge and give the beneficial suggestion to the customer .

**STRENGTH:-**

* A self starter with a Positive attitude.
* Possessing good communication skills.
* Ability to cope up with any kind of environment.
* Strong desire towards achievement of Goals.
* Comprehensive problem solving abilities.
* Desire to learn new technology to improve my skill set.

**PERSONAL VITAE:-**

Date of Birth : 27th Aug. 1991

Father’s Name : Sh. Rampat Saini

Permanent Address : C-791 Budh Vihar, Alwar (Rajasthan)

Marital Status : Single

Nationality : Indian

Languages : English, Hindi

**DATE:**

**PLACE:**  ALWAR **(Vinit Saini)**