

2+ years of experience as a Marketing and sales executive is seeking to pursue a professional career in a dynamic & challenging environment where I can develop my professional abilities by implementing my theoretical knowledge with practical experience.

KNOWLEDGE PREVIEW

Customer Account Handling

Sales Budget Analysis

Tracking Sales Target

Customer Account Handling

Business Development

Sales Supervising

Scheme Implementation

PROFILE SUMMARY

- A competent professional with zeal to make a winning career
- Keen on working in Core sales & marketing.
- Successfully developed & implemented new product in the markets.
- A go-getter with strong communication and coordination competencies.

Professional Skills

Client/Business relation, Sales Data/ records Management, Performance management, Sales Coordinator, Presentation Skills.

Work Experience

Allied Nippon Pvt Ltd as Sales & Marketing Executive

Since 06 May 2018- Present

Key Responsibilities Areas:

Customer Handling:

- Giving all the details of the company of the appointing dealers and explaining them company policies.
- Responsible for managing customer sales & accounts.
- Follow-ups for the Sales, understanding client requirement and building up good business relations.

Sales Supervisor:

- Coordinating with field employee for sales order and product complain.
- Follow-up leads and samples provided to sales team.
- Ensure timely collection.
- Contributes to team effort by accomplishing related results as needed.

HO responsibility:

- Helps HOD for mapping requirements, policies and scheme implementation.
- Timely follow up to other departments for new product pricing and development.
- MIS prepared on monthly & weekly basis.
- Target V/s actual sales fig. on monthly & daily basis.
- Monthly presentation to senior management.

Key Responsibilities Areas:

- Analyse type of denial either through insurance claim or by calling US insurance company.
- Working on denial management to ensure timely claim settlement.
- Submitting claim to US insurance Company.
- Track record of achieving monthly targets.

INTERNSHIP

Organization: Globe Capital Market Limited , New Delhi

Duration: 2.5 months

Project Title: “ Empirical Analysis of Risk, Return and Performance of various funds ”

Summary: Key findings were as follows:

- Equity funds are expected to out-perform other types of funds in the longer terms.
- The short-term volatility of the equity funds is generally higher than other types of funds.
- In India, tax-savings remain one of the prime objectives of retail mutual fund investors.
- Property and Gold remain one of the top investment priorities of an average Indian investor

ACADEMIC DETAILS

- PGDM from GL Bajaj Institute of Management and Research in 2016-2018, Greater Noida, U.P.
- B.Com. (Hons) from Delhi university in 2013 – 2016.
- 12th from Little flower Senior Sec school in 2013, Delhi
- 10th from Little flower Senior Sec school in 2011, Delhi

IT SKILLS

- Microsoft Office, SAP, ERP-LN.
- Proficient in Typing and can keep up with large number of E-mails

PERSONAL DETAILS

Date of Birth: December 14th, 1995

Father's Name: Mr. Samar Singh Tomar

Place of Birth: Shahdara, Delhi

Languages Known: Hindi, English,

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