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Linkedin

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ABOUT ME

A Dedicated Professional with 6 plus years of experience in B2B Promotions, Sales and Marketing - delivering profitable solutions to drive sales, maintain customers & negotiating with vendors. Special Talent for enhancing corporate marketability through print & promotional products as well as clear & effective messaging. Gained extensive experience communicating with vendors, clients and marketing teams.

INTERESTS

Training & Workshops

Home Improvement

Referral Marketing

Promotional Products

Web & Graphic Designing

ACHIEVEMENTS

College Leader for SCMS, NOIDA for SIFE, Project 'Akshar' - headed by ENACTUS

Vice President for South Delhi Chapter - BNI

LANGUAGES

English



Hindi



Preferred Location

Delhi-NCR

KARAN VERMANI

Sales & Marketing Professional

EXPERIENCE

EARTH TRIBE INC

Small Business Owner (February 2018 - Present)

Responsible for sourcing & promoting products, arranging finance, hiring staff, developing marketing strategies, overseeing daily activities & identifying new business opportunity

Accountable for generating new business, sales presentation, sampling, product development & fabrication, follow-ups, timely executions & relationship building

HITECH GALLERY

Marketing Manager (April 2014 - January 2018)

Responsible for the role of Manager for the firm - handling Operations, Lead Generation, Client Servicing and Promotions.

Accountable for maintaining Documentation, Presentations, Product demos and interaction with key clients and convince them implicitly, closing the case, keeping all the major aspects in front and increased sales growth

PROJECTS UNDERTAKEN

PERNOD RICARD INDIA (P) LIMITED

MAY 2013-JUNE 2013

A Study on Impact of Visibility on Sales

Understanding the position of Company's brands in Delhi-NCR & the relation of visibility to Sales

RECKITT BENCKISER

JUNE 2012-JUNE 2012

Promoter's Productivity

Understanding the promotional activities of Company & gaining practical exposure by taking part in the same

SAATCHI & SAATCHI

MAY 2012-MAY 2012

Overview of the Company

Introduction to the major practices, clients of the company's Indian division & the advertising industry.

EDUCATION

2020 | PGDM (Executive)

Institute of Management Technology Distance Education Bureau (UGC) | 64.71%

2014 | BBA

Symbiosis Center for Management Studies (Symbiosis International University) | 3.74 / 4

2011 | Class 12

The Indian School CBSE | 84.5%

2009 | Class 10

The Indian School CBSE | 84.5%