RESUME

# **ADD- H.N.-62A, First Floor Laxmi Nagar**

# **New Delhi 110092**

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Nishant Vatse

OBJECTIVE

A result oriented professional with **over 7.8 years** of experience in sales and Marketing, Business Development. Holds the distinction of exploring new markets and standardizing marketing operations for achieving goals. Good communication and presentation skills with demonstrated abilities and training.

## PROFESSIONAL QUALIFICATIONS

Master of Business Administration **(MBA) +PGPIMT** from **NEW DELHI INSTITUTE FOR INFORMATION TECHNOLOGY & MANAGEMENT** New Delhi in **(2009-2011).**

**Specialization: Marketing**

**Finance**

**One Year Diploma in International Management** From  **IDIIT**

**EXPERIENCE 7.8 Years in sales & marketing**

**Pushpam Computers & Software Pvt Ltd**

**HPCL EZY Gas Project From Jun-2019**

**Sr . Area Manager- Delhi & NCR**

**We work on the guide line given by the petroleum ministry.**

* **I monitor 88 gas agencies in Delhi and NCR**
* **According to the Government of India guideline, we try to get digital payment from the gas agency.**
* **We provide an interface to the distributor so that it monitors both delivery and payment from there**.
* **We give a smart card to the gas agency and register the consumer on the smart card, The revenue that comes from a smart card is our target**
* **Send weekly report to HPCL Area Manager.**
* **Create a sales plan to achieve revenue target.**
* **Providing software information to the owner of the gas agency, providing training to their staff**
* **Looking at the guidelines of HPCL, I also provide services to the consumer and generate revenue for the company.**
* **We provide all facilities for digital payment to gas agency**
* **We provide easy weight machines and printer to the gas agency for revenue, we give them thumb impression machines, we give smart cards, all these things generate our revenue.**

**VISESH INFOTECHNICS LIMITED**

**Area Sales Manager From Dec 2015 to May- 2019**

**(CHHANAL SALES ) Telecom IT Domain PRODUCTS ALL RECHARGE DTH,DMT &UTILITY and Mobility (Mobile Handset)**

* Responsible for handling & managing business partners such as master distributor and sub-distributor in the assigned territory.
* New business development involving prospect development, understanding business scenario and needs, identifying opportunities, including involvement in preparation of proposals and final negotiation and closure.
* Manage the sales with the sole focus of maximizing revenues in a timely, reliable and consistent basis.
* Plan strategic growth and aggressive market specific strategies including Product promotion for markets.
* Select, appoint and manage distributors in the assigned Area.
* Responsible for handling all marketing related enquires from distribution and master distribution.
* Managing BDE and SR. BDE and BDM for proper sales flow in market of uvapoint and uvastores.
* Handling experience west Delhi, South Delhi areas.
* Preparing daily sales reports daily, weekly and monthly and sharing respected departments and seniors.

**LG Electronics India Ltd**

**Team Leader From March 2013 to Dec 2015**

**(Product – LED TV)**

* Establishing healthy relationship with the existing and new customers.
* Establishing relationship between Channel sales and Services Team departments.
* Developing marketing strategies for increasing the sales volume by the market penetration.
* Conducting market research such as customer questionnaires for target customers.
* Manage Sales and Service
* Interacting with the corporate clients for the corporate deals.
* Preparing daily sales reports daily, weekly and monthly and sharing with seniors.

**Reliance Communication**

**Sr. Sales Executive From Jan 2012 to Feb 2013**

* Interaction with the customers, promotion of the **All Reliance products Data card, prepaid connections, postpaid connections, CDMA Handset** Responsible all sales activity within store or outside market.
* Products - Prepaid, postpaid Connections, Data Cards and connections.

Place - New Delhi.

**Project Training**

Training from **Reliance Communication (Delhi )**

* Topic - (Problem in **SALES AND DISTRIBUTION** of products)
* Duration - (One Month in Delhi as a marketing research)

**EXTRA PROFESSIONAL ACTIVITY**

* Team Management and leadership Quality.
* Analytical and Effective communicational skill.
* Diplomatic dealing and interacting the people.
* Steer operation with a view to achieve organizational objective**.**

**ACADEMIC QUALIFICATIONS**

* B.A From LNMU in 2008
* 12th from CBSC in 2004.
* Vikas Public High School 2002.

**LANGUAGE KNOWN**

* Hindi
* English
* French.

#### PERSONAL DETAILS

Date of Birth **:** 31 March 1988

Mother’s Name **:** Mrs. Anita Jha

Father’s Name **:** Late Ramesh Kant Jha

Hobbies **:** Interactions with new person & Cricket

Social Work with NGO

Permanent Address **:** H. N.12 , Hanuman Nagar Patna ,Bihar -800023

**Date:**

**Place: New Delhi (Nishant Vatse)**