***Curriculum Vitae***

***AMIT SONI***

***Mobile-8588803076/8860657915 E-mail id- rgamitsoni@gmail.com***

***JOB OBJECTIVE***

* A position that requires a broad range of skills and abilities & to contribute for Growth & upliftment of the organization & to put in my best even in the hardest of situations with complete passion and dedication.

***PROFESSIONAL SNAPSHOT***

* ***MBA*** from ***BABU BANARSIDAS ENGEENERING INSTITUTE OF TECHNOLOGY & REEARCH CENTRE***, Bullandshar, Approved by ***A.I.C.T.E. HRD Govt. India****,* Affiliated to ***U P Technical University, Lucknow in 2011.***

***AREA OF SPECIALIZATION***

* **Marketing**
* **Finance**
* **IT**

***ACADEMIC QUALIFICATION***

* Graduation in **B.Sc**(**PMC**) from **VBSPU** in 2009.
* Intermediate from **CBSE** Board in 2005.
* High School from **CBSE** Board in 2003.

***SUMMER TRAINING***

* Worked in the **Provogue India Ltd**.as the **Marketing Reasearch Executive** from **june 2010** to **sep.2010.**

***WORKING EXPERIENCE***

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| **FIA TECHNOLOGIES PVT LTD (FIA GLOBAL)**  **STATE HEAD Sept 2019 to Present**  Responsible for organizing and leading a team and developing and delivering the company’s Sales and Marketing strategy within a specific region. In charge of ensuring that existing and new customer relationships are strengthened to continue to grow, and that revenue and profit targets are achieved. Although office-based, also required to spend a considerable amount of time visiting sales teams in the field.  **Duties**   * Currently Handling Team and channel partners for Entire Delhi & NCR . * Developing CSP and FI network over all region * Maximizing sales performance through delivering an exceptional customer experience, people management and cost control. * Developing and maintaining efficient & effective reporting systems for tracking prospects from initial enquiry through to close. * Identifying and developing sustainable relationships with key accounts at both strategic and tactical level. * Driving and managing the entire sales process – targeting to top prospects, identifying client solutions, negotiating and closing. * Acting as a role model for junior staff by setting high standards through personal behavior and actions.   **INSTANT GLOBAL PAYTECH PVT LTD (Go Payment)**  **Sr. Area Sales Manager Sept 2018 to Aug 2019**  Responsible for organizing and leading a team and developing and delivering the company’s Sales and Marketing strategy within a specific region. In charge of ensuring that existing and new customer relationships are strengthened to continue to grow, and that revenue and profit targets are achieved. Although office-based, also required to spend a considerable amount of time visiting sales teams in the field.  **Duties**   * Currently Handling Team and channel partners for Entire Delhi & UP(W) . * looking after the sales and fund regulation among retailer * Maximizing sales performance through delivering an exceptional customer experience, people management and cost control. * Developing and maintaining efficient & effective reporting systems for tracking prospects from initial enquiry through to close. * Identifying and developing sustainable relationships with key accounts at both strategic and tactical level. * Driving and managing the entire sales process – targeting to top prospects, identifying client solutions, negotiating and closing. * Acting as a role model for junior staff by setting high standards through personal behavior and actions.   **Payism Technologies India Pvt Ltd**  **Area Sales Manager Feb 2017 to July 2018**  Responsible for organizing and leading a team and developing and delivering the company’s Sales and Marketing strategy within a specific region. In charge of ensuring that existing and new customer relationships are strengthened to continue to grow, and that revenue and profit targets are achieved. Although office-based, also required to spend a considerable amount of time visiting sales teams in the field.  **Duties**   * Currently Handling Team and channel partners for East,South Delhi & UP(W). Looking after the sales and fund regulation among retailer * Maximizing sales performance through delivering an exceptional customer experience, people management and cost control. * Developing and maintaining efficient & effective reporting systems for tracking prospects from initial enquiry through to close. * Identifying and developing sustainable relationships with key   accounts at both strategic and tactical level.   * Driving and managing the entire sales process – targeting to top prospects, identifying client solutions, negotiating and closing. * Acting as a role model for junior staff by setting high standards through personal behavior and actions.   **ITZ CASH CARD LTD – DELHI** | |
| **TERRITORY SALES MANAGER** | **Jan 2013 – Feb 2017** |

Handling same responsibility as above mentioned.

**ACHEIVEMENTS:**

* I got **Reward** of **BEST** **PERFORMER OF THE YEAR** **2014** AMOUNG 2500 + EMPLOYEE from **ITZ CASH CARD LTD**.
* I again got appraisal in 2015 from Co. and promoted as ***Territory Sales Manager.***

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| **VINTAGE INDIA PVT LTD – NOIDA** | |
| **BUSSINESS DEVELOPMENT MANAGER** | **Sept 2011 – Dec 2012** |

**Duties**:

* Interacting with retailers and distributor regularly for convert prospect to sales.
* Responsible for selling PC TABLET, and also provide AMC services for IT product like Computer System and Printers.
* Maintaining strong and cordial relationships with corporate level sales and marketing managers.
* In the field generating sales on a daily basis.
* Handled Dealer’s of SHAHDARA ,SEELAMPUR ,GHAZIABAD , & EAST DELHI .
* Identifying and monitoring the performance of competitors in the market place.
* Providing excellent customer service to designated accounts.

***TECHNICAL SKILLS .***

* **Completed ‘O’ level & ‘A’ level (**equivalent to BCA**) approved by AICTE DIT**
* (WordPad, Photoshop, power point, Coral draw, HTML).

***PERSONAL DETAILS***

Father Name : Mr. Rajendra Kumar

Mother Name : Mrs Ganga Devi (House Wife)

Permanent Address : J12/16L-1 Ram Katora Varanasi(U.P)

Pin Code : 221001

Martial Status : Married

Date of Birth : 24-11-1987

Sex : Male

Language Known : English and Hindi

Hobbies. : Listening Soft Music & Surfing internet for updating knowledge.

***DECLARATION***

I hereby declare that the above information furnished by me are correct to the best of my

Knowledge & belief.

***Date: (Signature)***

Place:…………………. AMIT SONI