**VIPIN KUMAR**

537 KHA/238 NAYA PURWA SITAPUR ROAD LUCKNOW

**(+91) 8299672794**

Vipin.kumar052@gmail.com

*Sales, Collection and Credit Management with over 13 years of experience training and supervising sales staff while planning and implementing sales strategies over a multi-dealer territory. Seeking to bring my proven record in team leading and in launching successful marketing campaigns into a senior management position. Obtained a Bachelor of Business Administration in Aug, 2008.*

**PROFESSIONAL EXPERIENCE**

HERO Fincorp Pvt Ltd Kanpur, Fathepur ,Chitrakoot, UPE

***Territory Manager-Sales*** *Oct 2022 – Till Date*

* Sales operation from the ground up duties include Two Wheeler Loan to Customer, evaluate customer establishing database systems, disabuse to Dealer, LOAN PROCESS and developing sales and marketing strategies
* collection and FLEXI FEMI , Track Record
* Implement strategic goals for marketing campaigns with Two Wheeler Loan in the range of 350 to 450 serve as Credit Sales Manager, leading a team of 13 Sales Executives
* Dealer Relationship management.

Bajaj Auto Finance Lucknow, UPE

***Sales Manager-Credit*** *May 2020 – Oct @2022*

* Build a full-scale sales operation from the ground up; duties include Two Wheeler Loan to Customer, evaluate customer KYC, ELIGBLITY, TRACBILTY, INTANTION establishing database systems, disabuse to Dealer, LOAN PROCESS and developing sales and marketing strategies
* collection and FEMI , Track Record
* Implement strategic goals for marketing campaigns with Two Wheeler Loan in the range of 150 to 200 serve as Credit Sales Manager, leading a team of 4-5 Direct Market Associates
* Dealer Relationship management.

HDFC Bank Ltd . Jaunpur UPE

*Sales Manager –Two wheeler Loan Nov 2018-May-2020*

* Build a full-scale sales operation from the ground up; duties include Two Wheeler Loan to Customer, disabuse to Dealer, LOAN PROCESS and developing sales and marketing strategies
* Implement strategic goals for marketing campaigns with Two Wheeler Loan in the range of 150 to 250; serve as Sales Manager, leading a team of 15-20 FOS.
* Strategize with senior management to market new products of consumer goods into traditional retail channels of distribution in the Two Wheeler market
* Meeting with respected manufacturer managers and Dealer for build relationships

Bajaj Auto Finance Lucknow, Raibarelly, UPE

***Sales Manager-Credit*** *September 2014 – Nov-2018*

* Build a full-scale sales operation from the ground up; duties include Two Wheeler Loan to Customer, evaluate customer KYC, ELIGBLITY, TRACBILTY, INTANTION establishing database systems, disabuse to Dealer, LOAN PROCESS and developing sales and marketing strategies
* Implement strategic goals for marketing campaigns with Two Wheeler Loan in the range of 250 to 300; serve as Credit Sales Manager, leading a team of 2-5 Direct Market Associates
* Strategize with senior management to market new products of consumer goods into traditional retail channels of distribution in the Two Wheeler market
* Start with Bajaj auto Finance as DMA and Get Promoted as Credit Sales Manager in Jan 2016

HDFC Life Insurance Lucknow, UPE

*Sales Manager –Direct Channel September -13-June 2014*

Researched and developed the Life Insurance Product, Term Plan, Saving Plans, UlIP Plan.

* Identified and analyzed client goals and developed his NEED strategies and solutions to achieve clients’ objectives
* Developed Clint Base with advertising schedules and sales Details

Action Construction Equipment Lucknow, Kanpur, Ranukot UPE

*Sales Executive Aug-2009 – Aug 2013*

* Duties include sales of Construction Equipment Like Backhoe, Forklift, Loader Etc .
* Implement strategic goals for marketing campaigns with e range of 10 to 20; serve as sales Executive
* Make Cold Calling, Cold Visit filed and Factory, Construction site, Relationship with Existing customer data base, and Contactor.

**EDUCATION**

**Institute of Environment and Management**  Lucknow -UP

*Bachelor of Business Administration, AUG 2008*

* *Marketing and Human Resource*
* *6-month Internship in Medical Representative.*

**NATIONAL INTER COLLEGE**  **Lucknow, UP**

*XII, AUG 2005*

* BIOLOGY

**ADDITIONAL SKILLS**

* Established networks and contacts in mass market distribution channels
* Graduate level coursework: Business Forecasting, Statistics for Business Professionals

**ACHIVEMENTS**

* Penetration Growth in Q-3 17-18 entire UP
* Business Growth in KTM Q-4 17-18
* Zip Ride Business –Jan-2020
* Business Growth in KTM Q-4 21-22

**Personal Details**

Name **:** Vipin Kumar

Father’s Name **:** Sri Jung Bahadur Verma

DOB **:** 03rdFeb 1987

Marital Status **:** Married

Other Family Members **:** Father, Wife .daughter

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**Vipin Kumar Lucknow**