

VIKAS YADAV

CONTACT NO - 09794631522

OBJECTIVE	
Wish To	Opportunity to employ practical skills to play a key role in planning and executing innovative sales strategies, in order to increase sales performance and profitability of firm.

PROFESSIONAL QUALIFICATIONS:
<p>MBA (Finance & Marketing) From Indira Gandhi National Open University (IGNOU) New Delhi.</p> <p>DIPLOMA IN COMPUTER “O” LEVEL FROM D.B.S. COLLEGE AFFILIATED BY C.S.J.M. UNIVERSITY, KANPUR.</p> <p>MASTER DIPLOMA IN COMPUTER INFORMATION AND SYSTEM MANAGEMENT FROM EXCEL NET COMPUTERS, BARRA KANPUR AFFILIATED BY NCT GOV. DELHI.</p>

EDUCATIONAL QUALIFICATIONS:	
MBA(Finance & marketing)	Indira Gandhi National Open University (IGNOU) New Delhi
Bsc.	2005 D.B.S College, Kanpur Affiliated to C.S.J.M. University kanpur.
Intermediate	2002 PT. R.N.K.L. Inter College, Kanpur U.P.Board, Allahabad.
High school	1999 J.P.J.N.Tiwari H.S. School, Kanpur U.P.Board, Allahabad.

TECHNICAL SKILLS/SOFTWARE KNOWLEDGE	
Office Automation	M.S. Word, Excel, Power Point, Access
Accounting	Tally ERP 9.0
Operating Systems	MS-DOS 6.0, Windows XP, Windows 2000, Windows Vista, Windows 7
Databases worked on	MS-Access, FoxPro, Visual FoxPro, Oracle8.0,

Experience:

- Working as a Sales Manager at MG Kanpur, Civil Lines Kanpur, from 1 Aug 23 to till now

Job Profile:

- Forecasts goals and objectives for sales, gross, and key expenses on a monthly and annual basis.
 - Assists individual salespeople in setting aggressive yet realistic monthly goals and objectives and provides them with the support to meet these goals.
 - Maintains an accurate daily log that reflects all sales activities in the dealership.
 - Maintains teamwork in a customer-focused sales environment throughout the sales, delivery and follow-up process.
 - Conducts daily and weekly sales meetings.
- **2019(Mar) To 2023(July) Worked as a Sales Manager at Pushp Honda, Allen Ganj Kanpur**

Job profile:

- Sales Professional, highly efficient, with more than five years of broad based experience in sales consulting including: product promotion, business development processes and marketing.
- Sound expertise in sales – Proficient in preparing strategies to demonstrate, promote and sell various products to customers.

Core Competencies:

- Innovative, persuasive, energetic, confident and outgoing.
 - Thorough knowledge of consultative sales and value-based selling.
 - Effective networking expertise and excellent communication skills.
- **2014 To 2019 Worked as A Senior sales consultant/Team Leader in Pushp Honda, Allen Ganj, Kanpur.**
- **2011 To 2014 Worked as An Assistant Manager (FMCD) (Sales & Marketing) in Cefiro India Pvt. Ltd, Dariya Ganj, New Delhi.**
- **2005 To 2011 Worked as An Instructor cum Branch Manager in Excel Net Computers, Civil Line Kanpur.**

PERSONAL INFORMATION:	
Name	Vikas Yadav
Father's Name	Late. Arun Kumar Yadav
Date Of Birth	13-July-1982
Sex	Male
Marital Status	Married
Address	123/77 B. GadarionPurwa, Fazal Ganj, Kanpur-208012
Mobile	09794631522

DATE:

SIGNATURE

PLAEC: