



VIJAYKUMAR K.V

Highly motivated and results-driven sales professional seeking a challenging opportunity as a Team Lead. Dedicated and results-driven sales professional with extensive experience in both GCC and Indian markets with a leading successful sales teams. With a proven track record of exceeding sales targets, building strong client relationships, and driving revenue growth. I aim to leverage my leadership skills, strategic mindset and industry expertise to drive revenue growth and foster a culture of success within the organization. Through effective communication, innovative sales strategies, and a passion for continuous improvement, I strive to elevate the teams performance and contribute to the overall success and profitability of the organization.

Contact

Phone

+91 7293110599

Email

kvvijay2595@gmail.com

Address

Bangalore

Education

2017

B.Tech in Civil Engineering
Calicut University

Skills

- Critical thinking
- Implementation plans
- Adaptability
- Decision making
- Organizational skills
- Risk management
- Empathy

Experience

March 2022 - Present

Jaro Education

Senior Career Development Officer

- Sales Strategy Development:** Mainly responsible for developing and implementing sales strategies that align with the company's overall goals and objectives. This includes setting sales targets, identifying target markets, and developing sales plans.
- Team Leadership:** Have to lead and manage a team of sales professionals, providing guidance, training, and motivation to achieve sales targets. This includes setting sales quotas and performance metrics.
- Market Analysis:** Monitoring market trends and competitor activities is essential for staying ahead in the industry. Senior Sales Executives often conduct market research and analyze data to identify opportunities and threats.
- Sales Reporting:** Tracking and reporting on sales performance is essential. This includes preparing regular sales reports, forecasting sales, and analyzing data to identify areas for improvement.
- Sales Training and Development:** They may be responsible for training and developing their sales team, ensuring that team members have the necessary skills and knowledge to perform well.
- Problem Solving:** Addressing challenges and obstacles that arise in the sales process and finding creative solutions to overcome them.
- Adaptation:** Staying up-to-date with industry trends, new technologies, and changes in customer behavior is crucial to remain competitive and adapt the sales strategy accordingly.

Feb 2019 - Sep 2021

Corner United Int. LLC, Oman

Sales and Marketing Executive

- Market Research:** Conduct market research to identify trends, customer needs, and competition in the region. Stay updated on industry developments and consumer preferences.
- Marketing Strategy:** Develop and implement marketing strategies to promote Caparol Paint products and services. This includes creating marketing plans, campaigns, and budgets.
- Product Promotion:** Create and execute promotional activities to increase brand awareness and drive product sales. This may involve advertising, events, online marketing, and other promotional methods. Deliver presentations and product demonstrations to potential clients, highlighting the benefits and features of products.
- Sales Planning:** Collaborate with the sales team to develop sales plans and strategies, set sales targets, and monitor progress towards achieving these goals.
- Customer Relationship Management:** Build and maintain relationships with existing and potential customers. Ensure excellent customer service and handle customer inquiries and concerns effectively.

Language

English

Hindi

Malayalam

Tamil

6. **Sales Strategy:** Mainly responsible for developing and implementing sales strategies that align with the company's overall goals and objectives. This includes setting sales targets, identifying target markets, and developing sales plans.
7. **Sales Support:** Provide support to the sales team by helping them with lead generation, preparing sales materials, and assisting in the sales process.
8. **Market Expansion:** Identify and pursue opportunities for market expansion, including exploring new regions, industries, and customer segments.
9. **Brand Management:** Maintain and strengthen the brand image in the market ensuring consistency in messaging and branding across all marketing materials.
10. **Team Collaboration:** Collaborate with cross-functional teams, including product development, operations, and customer support, to ensure a coordinated approach to achieving sales and marketing goals.

May 2017 - Jan 2019

Technovalley Software India Pvt Ltd

Territory Officer

- Be a self starter and pro-active; identify and act on opportunities for improvement.
- Ensure reporting and communications is frequent and bi-directional.
- Remain knowledgeable about all organization's products and services to facilitate sales efforts.
- Completing input numbers on daily basis and taking up revenue responsibility.
- To research and analyze the customer's requirements and present best solutions
- Keep abreast with first latest offerings and best practices
- Research key customer wants and needs.

Achievements

- Achieved award for Champ of the month awards and Top performer awards for various programs of various IIM's & IIT's.
- Achieved PCCB for continuous achieving of targets.
- Achieved huge sale of about 13200 OMR revenue for Al Khuwair Project of Al Bayan Investments in Oman