

## **Nakul Vashisth**

#182/22, Gandhi Nagar,  
Gurgaon, Haryana

**Mobile:** +91-9990800619

**E-mail:** niku.vashisth@gmail.com

### **SALES & MARKETING – BUSINESS DEVELOPMENT - DISTRIBUTION**

- An astute & result oriented professional with nearly 10 years of exhaustive field experience in Business Development, Sales & Marketing, Product Promotion, Distribution Management & Team Management.
- A dynamic, resourceful and energetic individual who is comfortable with being the 'go to' person for anything related to the smooth running of an office. Much experienced in providing full secretarial, administrative and office management support to work colleagues in a busy office environment.
- Having a proactive and flexible approach to juggling many different priorities, and able to work autonomously and take ownership of all aspects of a task or project.
- Currently designated with **Prestolite Electric (India) Ltd.**
- Attained proficiency in expanding the business operations through sales & marketing activities throughout India.
- Skilled in developing relationships with key decision-makers in target organisations for revenue.
- Trained in various leadership, sales management and financial planning module.
- Excellent interpersonal, analytical and negotiation skills.

### **DOMAIN SKILLS**

- Sales, Marketing & Business Development.
- Developing new clients and negotiating with them for securing profitable business.
- Forecasting sales targets and executing them in a given frame thus enhancing client.
- Searching the potential service centers across the designated area, accessing the targets and appointing the service centers.
- Handling presentations, Product demos and interaction with all the key people and convince them implicitly.
- Planning and executing the marketing activities with result oriented approach.
- Planning & developing and appointing new business partners to expand product reach in the market and working closely with the dealers & distributors to promote the products.
- Managing customer centric operations & ensuring customer satisfaction by achieving delivery and service quality norms.
- Monitoring, recruiting, training & motivating the manpower and providing direction to the sales team for ensuring optimum performance and enhancing their professional and soft skills.
- Analysing the performance of the team members for assigning targets on the regular basis.

## **ORGANISATIONAL SCAN**

### **Aug'19 to till Date: Prestolite Electric (India) Ltd.**

#### **Deputy Manager – North (India)**

##### **Company Profile**

Manufacturing company for rotating electrical with their headquarters based out of USA & China. Supplying to major OEM's in and outside India.

##### **Key Deliverables**

- Responsible for the sales & marketing activities across North India.
- To develop the service networks in various cities.
- Mapping the New products to be developed by doing market survey.
- Responsible for planning the market activities like dealer meets, mechanic meets etc.
- Handelling the OEM's Clients.
- Invloed in other divisions in the company such as E-commerce, Exports sales.
- Responsible for generating the departement revenues.
- Proving the sales budget every year and assiging the sales targets to the team accordingly.
- Fully FAMILER with the ERP Softwares.

### **Jan' 19 to Aug' 19: KRSV Innovative Solutions Pvt Ltd (KOOVERS)**

#### **Senior Manager – Operations (Delhi Branch)**

##### **Company Profile**

They are a complete car & garage management platform to help car owners find reliable car care partners & facilitates garage owners with end to end workshop management operations and customer relationship.

##### **Key Deliverables**

- Responsible for entire operations of branch, from purchase to sales, from vendor mapping to purchase to payment.
- Planning and executing the marketing activities across the residential areas.
- Planning and executing marketing sessions in corporates.
- Handelling the insurance claims till the delivery of the vehicle.

### **October 2011 to January 2019: Jumps Auto Industries Ltd**

#### **Assistant Manager – Aftermarket Sales**

##### **Company Profile**

Manufacturer for the rotating electricals mainly Starter Motors & Alternators. Tier 1 & Tier 2 Supplier to major OEMs in India.

## **Key Deliverables**

- Responsible for the sales & marketing activities throughout India.
- Handling the team of 5 Sales executives.
- Mapping the New products to be developed by doing market survey.
- Responsible for planning the market activities like dealer meets, mechanic meets etc.
- Involved in other divisions in the company such as E-commerce, Exports sales.
- Responsible for generating the department revenues.
- Proving the sales budget every year and assigning the sales targets to the team accordingly.
- Apart from handling the entire India, looking after the sales & marketing for the areas like Madhya Pradesh, West Bengal, Maharashtra & Odisha.
- Fully familiar with the ERP Softwares.

## **EDUCATIONAL CREDENTIALS**

- **Bachelor of Technology (B.Tech)** in Mechanical from **Delhi Institute of Engineering Studies, New Delhi.**
- **3 Year Diploma** from G-NIIT in Computer Programming.
- **Masters in Marketing (MBA)** from **Shobhit University, Meerut.**

## **TECHNICAL TRAININGS: -**

- ◆ G-NIIT 3-year Diploma in Computer Programming and Web-Designing with 'A' Grade from NIIT, Gurgaon.

## **SOFTWARE KNOWLEDGE: -**

- ◆ Good knowledge of MS Office with MS Projects.
- ◆ Good knowledge of internet and intranet.
- ◆ Good knowledge of Windows 10, Windows Vista and Windows 07 and Linux.

## **PERSONAL DETAILS**

Father's Name : Prem Chand Vashisth  
Date of Birth : 06-Feb-1990  
Hobbies : Internet Surfing, Reading books and Listening Music  
My Strengths : Hard working, Team player, Goal oriented  
Languages : English & Hindi  
Marital Status : Married

Certified that the information given above is true to the best of my knowledge and belief

Place:

Date:

(Nakul Vashisth)