

VINAYA

DUBAI, UAE

DOB : 5th June 1984

LANGUAGES : ENGLISH, HINDI & MARATHI

VISA STATUS : SPONSORED VISA



0529626897



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View my profile:



HIGHLIGHTS:

- ✓ A highly motivated, confident individual with exceptional multi-tasking and organizational skills. Able to communicate effectively and sensitively, excellent client facing skills and the ability to work closely with all line of departments. Ready and qualified for the next stage in a successful career and looking forward to making a significant contribution in the field of **Office Administration / Customer Service**.

CAREER PROFILE:

- ✓ **Asst. Sales Manager – Customer Support & Marketing (FMCG)**

EDUCATION

Bachelor of Laws

Shivaji University, Kohlapur, India

CORE COMPETENCIES

- ✓ Strong communication & inter-personal skills
- ✓ Strong team management
- ✓ B2B channel development
- ✓ Client sales network
- ✓ Build relationships with decision makers and influencers

TECHNICAL SKILLS

Software Packages: MS Office Tools

WORK EXPERIENCE

Asst. Sales Manager

December 2011– March 2014

AMWAY India Limited, India

- ✓ Responsible to **achieve sales and profitability targets** in terms of volume, market share, distribution, pricing and customer satisfaction level
- ✓ **Monitor the sales operations and business development** aligned with the company strategic direction so as to achieve financial and other business objectives.
- ✓ Explore and **develop business** for maximizing market opportunities.
- ✓ Responsible for **market analyzing, sales planning** and regular reporting.
- ✓ Figure out the business opportunities with strategic thinking and market insights, provide packaging solution to new clients to hit the annual sales budget
- ✓ Increase and maintain market awareness on market needs and trends, competitor activities, customer satisfaction and complaints.
- ✓ **Manage and guide the team members** to strengthen the business relationship with clients in all levels
- ✓ Be responsible for the business sales target and budget, to adjust the business plan per market situation changes, control the project cost.
- ✓ Co-work with the relevant internal departments and factories to utilize sales result.