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| Mob: 8121011082  kmrvimal7@gmail.com  kumarvimal2441@yahoo.co.in |

**CURRICULUM VITAE**

**VIMAL KUMAR**

**Personality Traits**

1. Prolific Team Player.
2. Excellent Leadership Qualities.
3. Keen Learner with a Will to Excel.
4. Innovative, Self Motivated and Hard Working.

**Objective**To seek a challenging position of strategic importance in the corporate environment by making an effective contribution in the development of the organization to the best of my abilities, thereby sharpening and developing my own skills.

**Strength**

1. Flair for building and managing interpersonal relationship.
2. Team spirit and organizing capacity.
3. Sincere and open to challenging work environment

**Total Working Experience: 14+ Years**

1. **Sales Manager**

Eyegear Optics India Pvt. Ltd

June 2023- Till date

Handling B2B sales of optical frames in Delhi/NCR

To visit the optical stores and showcase the samples and book the order

To collect the payment from the optical stores

To resolve the complaints and issues regarding the product and services

1. **Sales Manager**

Ronak Optik India Pvt. Ltd.

Aug 2021- May 2023

* To visit opticians stores with samples to book orders
* To achieve the primary & secondary sales targets through dealers and

distributors

* To conduct sales events and road shows in the territory to showcase the

range of products and book orders from customers

* Collection of payments from distributors and dealers
* To handle the customer complaints and resolve it on priority basis

1. **Sales Manager**

Lenskart Solutions Pvt. Ltd.

May 2017- July 2021. 4 years 2 months

* To increase the business by driving sales and customer experience through attending new customers become a major destination brand and industry leader.
* Handling the business vertical of Home Try On for Lenskart for Delhi/ NCR, with a deliverable of consistency in business & keeping the attrition well below the line.
* Manage the after sales service for the region
* Regularly review sales data and create reports for the management
* Developing new ideas to achieve sales growth

1. **Assistant Sales Manager**

Ceasefire Industries Ltd

June 2010 - May 2017. 7 years

* Establishes productive, professional relationships through appointing channel partners for fire safety products, CCTVs & Smoke Detectors.
* Handling sales team and channel partners.
* Appoint as a channel partners those who are dealing in fire safety and safety products.
* Meets assigned targets for profitable sales volume and strategic objectives through fresh appointing & existing channel partners.
* Proactively leads a joint partner planning process that develops mutual performance objectives, financial targets, and critical milestones associated with a productive partner relationship.
* Established and managed dealer network of more than 60.
* Proactively assesses, clarifies, and validates partner needs on an ongoing basis.

**Scholastic**

1. **MBA (Marketing) from Annamalai University**

Session- 2008-2010

1. **Bachelor of Science Hons. (Zoology)  from Veer Kunwar Singh University, Ara (Bihar)**Session- 2003 – 2006
2. **+2 from B.I.E.C, Patna (Bihar)**  
   Session- 2001 – 2003
3. **Higher Secondary from B.S.E.B, Patna (Bihar)** Session- 2000

**Hobbies**

 Reading Business News, Listening & Singing Music, Meditation, Like to interact with

People

**Personal Details**

1. Father’s name              :   Ramanuj Tiwari
2. Date of Birth               :   07-07-1985
3. Gender                         :   Male
4. Nationality                   :   Indian
5. Marital Status               :   Married
6. Language known         :   English, Hindi

**Correspondence Address**

H.No.-B41, Street No.-2, Parvatiya Anchal, Sant Nagar, Burari, New Delhi-110084

**Declaration**

I do hereby declare all given details above are true and correct to the best of my knowledge and belief.

**Date:**

**Place: New Delhi VIMAL KUMAR**