



## Vishal Kumar

### Contact Information:

#### Address:

Plot No-362, Near GD  
Goenka School, 3rd  
Floor, Shakti khand-3  
Indirapuram, Ghaziabad-  
201014

Mobile:- +918882235558

#### Permanent Address:

C/o- Mintu Book Centre  
In Front of Patna College  
Patna 800006

#### E-Mail

Vishal.dypatil@gmail.com

#### Personal Data:

DOB: 10th Dec 1987  
Sex: Male  
Nationality: Indian  
Marital status : Married

#### Languages Known:

English, Hindi

#### Hobbies:

watching movies, cooking  
Travelling

## Resume

### Specialization : Marketing

#### Objective

To serve the company to the best of my knowledge, skill, and experience and to gain further experience and sharpen my abilities.

#### Professional Qualification

##### M.B.A

2010

Global Business School & Research Centre affiliated to Dr. D. Y. Patil University, Pune

- Specialization in Marketing.

#### Academic Record

##### Graduation

DDE (Patna University).

2007

- B.Com with Acct. Hons.

#### Summer Project

TATA AIG Life Insurance Co. Ltd.

**Project Title:-** “Recruitment and selection of life insurance advisors-Processes involved and skills required”

##### **Project Profile:**

- Role of advisors in insurance market.
- Market research about the awareness of insurance advisors.
- Analysis of rural market about insurance product.
- Research about segment ,target and position of product in the referral market .

#### Work Experience

##### **Mar 2021 - Present**

With M/s Ceasefire Industries Pvt Ltd.

##### **Position:**

Area Manager-Sales

##### **Report to:**

Branch Manager

##### **Nature of work:**

Ceasefire, India's most trusted fire safety and security brand is today a holistically integrated Fire Safety & Security solutions.

##### **Roles and Responsibilities:**

- Generating New Leads / Tap Potential opportunity in the assigned area.
- Technical Understanding of Customer requirement.
- Sending quotes and proposals
- Visit Potential client for Business, Focus on private sector
- Identifying new sales leads, pitching products and/or services

**March 2015 Dec 2019**

With M/s Tolexo Online Pvt Ltd

**Position:**

Executive – Category sales

**Report to:**

Manager

**Nature of work:**

- a) Selling in industrial item in b2b market.
- b) Generating business 30 Lakh every month.
- c) Holding 25 Key account seller.
- d) Onbored 200+ seller.
- e) Holding 20-30 Key account client.
- f) Find Alternate Seller.

**July 2011 to April 2014:** -  
Ltd

With M/s Reliance life Insurance Company

**Position:**

Sales Manager

**Report to:**

Branch Manager

**Nature of work:**

Since July 2011 I have been associated with M/s Reliance Life insurance as Sales Manager To Sale Life Insurance Product

To Sell life Insurance Through advisor  
Recruitment Of Advisor

**November 2010 to July 2011:** -  
Ltd

M/s Future Generally Life Insurance Company

**Last Position:**

Financial Planning Associate

**Report to:**

**Manager**

Since November 2010, I have been associated with M/s Futrure Generally Life Insurance Company Ltd started for the post of Financial Planning Associate.

### **Declaration**

I confirm that the information provided by me is true to the best of my knowledge and belief.

Date:

Place

Signature