



## VIPIN KUMAR

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**Strengths & Skills: Self-starter, Creative, Internet/Digital Awareness, Corporate Communication, Adaptability & Loyalty.**

### RESUME SUMMARY:

<b>PROFILE</b>	Sales & Business - Coordination, Team Management & Client Relationship Management.
<b>EXPERIENCE</b>	Sales & Business - Coordination, Sales Support & Client Relationship Management.
<b>PRODUCT/SERVICES EXPOSURE</b>	Engineering/IT enabled services, EdTech, Fintech and industrial Products and Services. (Sales & Business - Coordination, Team Management & Client Relationship Management).

### PROFICIENCY FORTE:

Establishing sales and business coordination, client relationship management, strategic alliances/ tie-ups with financially strong and reliable business sources/corporates. Analysing latest marketing trends and tracking competitor's activities and providing valuable inputs for fine tuning sales & marketing strategies, Team Development & Team Management. Identifying and networking with prospective clients, participations in generating business from existing accounts and sales coordination & sales support to achieve the profitability.

## Experience Summary

### Branotek, India

(Sept'13 - till date)

Manager – Sales & Business Coordination

#### Key Responsibilities:

Sales & Business coordination, business event management, planning & execution, Customer relation building. Actively support, participations and implementation of marketing strategies. Build client relations and brief them about our multiple group products, services. Maintain good relationships with all clients and corporates PAN India, maintaining records.

1. Devising new models to improve sales coordination, client relationship management and group business coordination & development. Active support in preparation of all the documents/strategies pertaining to the business acquisition/enhancement. Active support in handling customer complaints, queries & resolving them ensuring customer satisfaction, credit control operations support.
2. Responsible for people management and enhancing the engagement index by constantly mentoring and coaching the team & staff.
3. Co-ordinate with other stakeholders to ensure customer experience is maximized.
4. Preparation, implementation and coordination of group specific business development activities.
5. Maximize customer experience at each stage of the process and continually improve the processes and systems to accomplish highest level of customer experience as well as employee engagement. Coordination in order closing, advising clients on market conditions, prices, customer support services & client relationship management.

### Delta Automotive Industries Co., Saudi Arabia

(Nov'04 - Nov'06)

(Mfr. : Heavy Automotive Vehicles, Riyadh, Saudi Arabia )

Team Leader – Coordination (CAD/CAM & Eng.)

#### Key Responsibilities :

Manage & coordinate the productivity and efficiency of the team and business operations, majorly in CAD/CAM & mechanical engineering dept. like designing on high end engineering software and CNC program generations to create new parts & moulds for the required productions/orders.

Client relationship management, support in handling vendors, team management, participations and support in business development strategies/activities, planning & execution, coordination and customer support services to increase overall productivity etc.

### BRANOpac India Pvt. Ltd.

(Fab'03 - Fab'04)

(Subsidiary : BRANOpac GmbH Germany)

Asst. Manager - Sales & Business Coordination

#### Key Responsibilities :

Sales & business coordination to manage the productivity and efficiency of business operations. Client relationship management, team management, participations in business development strategies/activities, planning & execution, coordination, administration and customer support services etc.

**Sphinx Worldbiz Ltd., (India)**

(Aug' 01 - Jan' 03)

Sr. Sales Coordinator

**Key Responsibilities:**

Distinctively worked on sales and business coordination, customer support services, client interactions & projects related to engineering using high-end engineering software like CATIA, ProE, SOLIDWORKS, Uni Graphics etc. Actively participations in the marketing, sales & business coordination/development activities in the companies. Coordination & planning support of the infrastructure, manpower and other resources responsibly for the required cost effective solutions for customers in the given turnaround time. Played a pivotal part in rendering services to the esteemed clients by effective sales and team coordination.

**APEX (India)**

(Jan' 98 - July' 01)

Business Development Executive

**Key Responsibilities:**

Judiciously managed the sales coordination, domestic corporate interactions & customer support departments. Participations in the techno- commercial/Marketing & sales coordination activities in the company. Customer support services, client interactions & projects related to engineering using High-end software. Successfully support the projects (services & solutions) and support in handling the technical support & training segment of the organization.

**EDUCATION & PROFESSIONAL DEVELOPMENT**

§§ **B.E. (Bachelor Of Engineering), (Specializatin: Mechanical), Karnataka University, 1996**

§§ **Diploma In Advance Mechanical CADD, from: Prem. ATC U.S.A.**

§§ **CAD/CAM/CNC – CATIA, SOLIDWORKS, DELCAM, Pro/Engineer & Autocad.**

**Personal Details:**

▪ Date Of Birth	05/05/1975 (dd/mm/year)
▪ Gender	Male
▪ Marital status	Married
▪ Passport No.	Y7027587
▪ Conveyance	Own conveyance (Car)
▪ Wife	Housewife
▪ Children	Two Daughters, studying (B.S. Degree, Data Science from IIT MADRAS & Class-3rd).
▪ Father	Bank Manager - Dist. Cooperative Bank (Rtd.)
▪ Brother	Manager - Metro Project (Saudi Arabia – Civil Engineering)
▪ Current Salary	40K per Month
▪ Expected CTC	Negotiable
▪ Current Location	Greater Noida
▪ Preferred Location	Greater Noida, Noida or Delhi NCR anywhere.

Place : Delhi NCR (Greater Noida)

Thanking You

Date:

Vipin Kumar