

VISHVJEETSINGHPANWAR

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PROFESSIONALSUMMARY

An ardent business management professional with excellent Interpersonal and Negotiation skills. Experienced in making marketing strategies. Certified in Social Media Marketing. An avid reader and a public speaker.

KEYSKILLS

Digital Marketing | Market Planning | Market Analysis | MS Office

KEYPOSITIONSHELD

Coordinator | Markophiles Club, LPU | 2021
Event Manager | FCC Hospitality | 2019-20
Captain | Handball Team | 2019

ACHIEVEMENTS

First Position (South Asian Handball Championship) | 2019
Sports Secretary | Mount Carmel School | 2018
Third Position (National Handball Championship) | 2017

AREAS OF INTEREST

Sports, Reading, Music

PERSONAL DETAILS

D.O.B - 25 June 2001
Address - 09 Bhagwati Nagar, Indore, Madhya Pradesh (India) - 452010
Languages Known - English, Hindi

LINKEDIN ID

www.linkedin.com/in/vishvjeet-singh-panwar-756764227

ACADEMICS

- **MBA** | Lovely Professional University, Punjab | 2021-23 | CGPA : 7.10
- **BBA** | Christian Eminent Academy of Management, Professional Education and Research, Indore | 2018-21 | CGPA: 8.09
- **12TH** | Mount Carmel Hr. Sec. School, Indore (MPBSE) | 2017-18 | Percentage: 50%
- **10TH** | Mount Carmel Hr. Sec. School, Indore (MPBSE) | 2015-16 | Percentage: 64%

INTERNSHIP

- **Sales & Marketing Intern | Apollo Tyres Ltd | March 2022 – May 2022 (60 days)**
 - Fitment Survey
 - New product promotion activity.
 - Customer activity/ Campaign organize
 - New dealer prospect visit and lead discussion.

EXPERIENCE

- **Area Sales Officer | Texmo Pipes & Products Limited | August 2023 – Till Now**
 - Appoint new dealers and retailers for more market penetration.
 - To launch new products by conducting retailers/ plumbers meetings and to bring awareness about product properties.
 - Maintain relationship with clients, channel partners, dealers by providing support, information and guidance.
 - Meet assigned targets for profitable sales volume for the dealers assigned and mapped, follow up on supply chain so as to ensure that delivery and commitments are being met at all levels (Both dealers and retailers).
 - To conduct channel partners (retailer) meet for motivating, briefing & educating and increasing awareness on product, schemes and application procedures.
 - Updating dealer, retailers on their sales VS targets total and product wise. Growth over last year.
 - Manage sales promotion activities i.e. Plumber meet, Workshops, Plant visit.
- **Associate Business Development Executive | Stellar Information Technology Pvt Ltd | January 2023 – August 2023**
 - Maintain and strengthen the connection with customers and organizations.
 - Attend meetings to engage with both current and potential clients.
 - Developing & Implementing sales strategies and plans to meet revenue goals.
 - Identifying & acquiring new customers, as well as up – selling to existing customer bases across the territory.

CERTIFICATIONS

- **Advanced Certification in Product Management | Spice Catalyst | 2021 – 2023**
Completed 2 years offline course which focused on Product Market Strategy, Product Marketing, Product management for Digital businesses and platforms, Agile product development etc.
- **Project Risk Management | RiskPro | January 2022**
Completed a 3 days online course which focused on how to assess and analyse risk, how to build a successful project from pre-implementation to completion.

EXTRA CURRICULAR ACTIVITIES

- Represented India in South Asian Handball Championship at Kathmandu June 2015.
- Represented Madhya Pradesh 2 times in sub-junior boys Handball National, organized by Handball Federation of India.