

# CURRICULUM VITAE

## MBA in Marketing with work-exp in Marketing Department

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Vishal Kumar Gupta

**Aadhar No.**

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S R N Bhadohi, Uttar Pradesh, 221406

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### **OBJECTIVE**

A resourceful individual with a proven track record seeks a position in growing organization to set a milestone of measurable quality difference in the organization and myself as a professional by harnessing my varying skills, management quality and my experience to achieve optimal utilization of available resources and time to gain productivity.

### **Organizational Exposure:**

**MEGHA CITY GAS DISTRIBUTION PRIVATE LTD.**

**TUMKUR, Karnataka** Executive – Marketing Mar2024-

Present

#### **Roles and responsibilities:**

- Handling CNG & PNG Segment of **TUMKUR GA Karnataka**
- Business Development & CRM.
- PNG Sales Reports.
- CNG Sales & DPR
- CNG Promotions
- Data management and forecasting
- Leading The Team of 15 members including PNG & CNG
- Advertisement & Promotion.
- Pre-Bid Meeting
- Preparing File note & taking approval.
- Customer Relationship Management.

**BHAGYANAGAR GAS LTD. Hyderabad, Telangana**

Management Trainee – Marketing July2022 -Oct2023

#### **Roles and responsibilities:**

- Business Development.
- CNG, PNG, DPNG, IPNG Sales.
- LCV Scheduling and planning according to Demand and supply within Hyderabad GA
- OMCs CNG Sales & Billings
- Handling Team of DPNG Billing and collections.
- Pre-Bid Meeting and negotiation.
- Preparing File note & taking approval.
- Monthly Inspection of CNG Sales at DBS and Online Stations.
- Vendor follow-up & Customer Relationship Management.

- Handled CBG operations and Agreements of all 3 GAs in BGL
- Preparing presentations of weekly sales & Weekly Review Meeting of Bhagyanagar Gas Limited.

### **Alisha Retail Pvt.Ltd. Gurgaon, Haryana**

Management Trainee -Retail Operations June 2018

Dec,2018

#### **Roles and responsibilities:**

- Customers Relationship management
- Management of store operations including Sales and Promotions.
- Material analysis, planning and forecasting based on stock consumption.
- Looking for Timely GRN, Issue, Return and payment to the vendor.
- Purchase trends, User requirements and consumption track report analysis to ignore inventory buildup.
- Inventory management & Stores management.

### **Internship**

- Four Week summer training from **IOCL, Jaipur**.
  - Learn the supply chain in IOCL.
  - Managing the sales report of the Jaipur terminal.
  - Preparing weekly reports of supply & demand at the Jaipur terminal.
  - Retail sales of oil and petrochemicals.

### **EDUCATION QUALIFICATION**

S No.	Qualification	Institute	Year	BOARD/ University	Percentage (%)
1.	MBA Marketing	Rajiv Gandhi Institute of Petroleum Technology Jais	2020-2022	RGIPT	69
2.	B.Voc Retail & Logistics	Banaras Hindu University	2015-2018	BHU	77
3.	Inter(10+2)	SSMIC Bhimshenpur, Bhadohi	2014	UP Board	66

### **COMPUTER PROFICIENCY**

- MS Office (word, Excel & PowerPoint)

### **PERSONAL INFORMATION**

Father Name : Mr.ChunniLal  
 Mother Name : Smt. Amaravati  
 Date of Birth : 10<sup>th</sup> July 1998  
 Languages Known : English & Hindi  
 Marital Status : Unmarried  
 Hobbies : Writing & listening poems.  
 Permanent Address : Village +Post- Chakjivrani, P.S- Mondh, Dist.-Bhadohi,U.P, India-221406

### **DECLARATION**

I hereby declare that all the information provided above is true to the best of my knowledge.

**Vishal Kumar Gupta**