

Vaibhav Singh

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Profile

As a Zonal Trainer with 1.5 years of experience specializing in staff development, curriculum design, and sales management. A proven track record of developing high-quality training programs to enhance sales performance and drive leadership development.

Company	VIVO (EVS payroll)
Duration	December 2023 - Currently Working
Designation	Zonal Trainer
Reporting to	Training Manager
Key Result area	
Currently Managing 4 Districts	
Product Training of upcoming products Skill Development of Promoters	
Development of Promoters	
Responsible for Sale of Focus model, Vsheid from the zone.	

Professional Experience

- Lead the development and delivery of sales enablement training programs to improve close rates, lead generation, and account growth.
- Deliver training to 90 and above sales employees on the VIVO products and strategic selling techniques to increase sales rate (target vs achievement).
- Create course curriculum for a leadership development program to facilitate career growth for sales professionals.
- Educated sales professionals on customer service best practices, sales techniques, and insurance products to achieve 130%-150% of annual sales.

Company	OPPO (Olead payroll)
Duration	May 2023 - November 2023
Designation	Management Trainee
Reporting to	Training Manager
Key Result area	
The main task was to give product training and solve the doubts of the promoters.	
Work in excel on sales and course data	
Prepare a presentation on the product comparison.	
Also given the responsibility for Internal audit & Route visits	

Key skills

- Sales Training
- Curriculum Design
- Staff Development
- Program Management
- Leadership Development

Education

Qualification	College/University	Course	Pass out Year
Master	Babu Banarasi Das University	IMBA	2024
Intermediate	Vishwanath Academy	Commerce	2019
High School	Army Public School	Maths	2017

Projects and Internship

1) Study on recruitment and Employee selection process with Mahindra & Mahindra.

- To study the Procedures and Sources of Recruitment and Selection in Mahindra and Mahindra Limited.
- To Study the employee's behavior against the procedures of Recruitment and Selection.
- To gain the practical knowledge in Human Resource department.

2) A study job satisfaction of employees with reference to Malabar Cements Ltd.

- To gauge employees' satisfaction with their jobs at Malabar Cements Ltd.
- To determine the variables that affect employees' job satisfaction?
- To make insightful recommendations to raise employee satisfaction levels.

Personal Details

Date of Birth :17-Jul-2002
Father Name :Anand Pratap Singh
Address :Chauhan Puram Amausi Sarojini Nagar Lucknow 226008

Date

Vaibhav Singh