

VICKY BAGORIA

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Summary

Focused and driven sales management professional offering over 6 years of experience in relationship building, account retention and profit channel growth. Self-motivated leader with expertise in expanding network connections, introducing products and educating clients. Skilled in implementing pricing strategies, developing territories and revealing customer needs to deliver solutions.

Skills

- Product and service management
- Resolution-oriented
- Lead generation
- Sales and market development
- Sales presentations

Experience

- Area Sales Manager** Feb 2020 to Current
Indusind Bank Ltd. — New Delhi, Delhi
- Manage Channel/DSA for SEPL Buisness.
 - Penetrated new markets by investigating competitor products, services and trends.
 - Monitored sales team performance and provided effective training to help each reach targets.
 - Examined staff work to maintain conformance with company regulations.
 - Conducted monthly training seminars to assist teams with development of marketing plans and lead acquisition.
- Territory Sales Manager** Feb 2018 to Apr 2019
IDFC FIRST BANK LTD — DELHI, 10.DELHI / दिल्ली
- Develop and implement new sales strategies to update product lines.
 - Formalized sales process to enhance operations and promote acquisition of new customers.
 - Penetrated new market areas by investigating competitor products, services and trends.
 - Expedited resolutions to correct customer problems and complaints.
 - Planned and developed strategies to increase sales and territory.
 - Educated customers on product features and use to provide optimal service.
 - Worked closely with Doctors, CA and other professional, using persuasive communication skills and customer relations expertise to close deals with professional clients.
 - Guided sales employees in improving presentations, negotiating skills and customer service strategies.
- District Sales Manager** Mar 2017 to Feb 2018
HOME CREDIT INDIA FINANCE — DELHI, 10.DELHI / दिल्ली
- Automated contact management systems to achieve 100% client organization with goal alignment.
 - Generated new leads and developed deep client relationships to promote sales.
 - Led district conference calls with SALES team to update and align sales objectives.
 - Delivered constructive coaching and feedback to enhance employee sales and customer service skills.
 - Resolved billing complaints of Dealers.

Sales Manager

Jul 2015 to Feb 2017

Bajaj Finance Ltd — DELHI, 10.DELHI / दिल्ली

- Analyzed and assessed market shifts to maximize opportunities and establish possible leads.
- Boosted team morale and overall sales volume by creating employee incentive sales contests.

Education and Training

Bachelor of Arts

DELHI UNIVERSITY — DELHI

PERSONAL DETAIL

FATHER'S NAME - RAJENDER BAGORIA

DATE OF BIRTH - 28-06-1991

MARITAL STATUS - MARRIED

INTEREST - To interact with the different people.