



Vineet Rai

Sales Commercial Manager

Objective

To work in a challenging atmosphere and put my potential to the best in fulfilling goals and learning maximum through consistent hard work and determination retaining human values. Seeking a challenging and strategic leadership position where I can leverage my proven expertise to contribute to the financial success of an organization. Aiming to utilize my comprehensive knowledge of Sales, strong analytical skills, and proficiency in financial reporting to drive accuracy, efficiency, and fiscal responsibility within the company. Dedicated to fostering financial transparency, implementing cost-effective solutions, and providing strategic insights for sustainable business growth

Key Skills

Strong Leadership	Deal Strategy	Effective Communication	Time Management
Forecasting Sales	Adaptability	Creating Reports	Confidence
Training and Coaching	Creating sales plan and process		
Effective Communication	Risk Management	Team Collaboration	
Interpersonal Skills	Goal-Oriented	Problem-Solving	

Academic Qualifications

- MBA - Marketing** Year 2015 - Year 2017
Sikkim Mani pal University , Delhi, India
- B.C.A – Computer Science** Year 2012- Year 2015
Sikkim Mani pal University , Delhi, India
- Senior Secondary** 2012
NIOS Board, Uttar Pradesh, India
- Matric** 2008
CBSE Board, Uttar Pradesh, India

Professional Experience

- Sales Commercial Manager** Sep. 2022 – Feb.2024
Westway Electronics Limited, Noida, India

Duties and Responsibilities

- Developing and Sustaining Solid Relationship with Key Clients Like that bring in the most income for the company.
- Addressing and resolving key clients' complaints.
- Acting as the main point of contact between key clients and internal teams.
- Supervising the account teams assigned to each key client.
- Communicating and collaborating with the advertising, design, marketing, sales, and logistics departments to ensure that key clients' needs are met.
- Compiling reports on account progress, goals, and forecasts for account teams and stakeholders.
- Developing a thorough understanding of key clients' needs and requirements and preparing customized solutions.
- Negotiating contracts with key clients and meeting established deadlines for the fulfillment of each client's long-term goals.
- Working on BOM and making cost of the product.

Personal Details

Nationality	Indian
DOB	1 st Nov 1992
Profile	Male, Un-Married
Address	S-96-A, Sunder Block, Shakarpur, Delhi-110092 , India

Contact

Email	vineetjvineet@gmail.com
GSM	+971 555849954 (UAE) +91 9910375617(India)

Passport Details

Passport No.	R 6418478
Date of expiry	15-02-2028

Computer Skills

- MS Office
- Busy , CMC
- Tally
- ERP
- E-Com Portal
- Marg

Languages Known

English	Hindi
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Manager

Aug 2015 - Aug 2022

PRINCE DIGITAL WORLD (Samsung India Electronics Pvt. Ltd.), Delhi India

Duties and Responsibilities

- Achieve growth and hit sales targets by successfully managing the sales team.
- Design and implement a strategic business plan that expands company's customer base and ensure its strong presence.
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Present sales, revenue and expenses reports and realistic forecasts to the management team..
- Identify emerging markets and market shifts while being fully aware of new products and competition status..
- Reconciled statements to resolve discrepancies Between Customer and Company.
- Reviewed customer accounts to identify and resolve irregularities.
- Spearheaded expansion strategies to increase business market share.

Marketing Executive

Oct. 2013 - July 2015

Matrix Power Tools, Delhi India

Duties and Responsibilities

- Promotional Activities.
- Managing Campaigns on social Media through Different channels.
- Devising and presenting ideas and strategies.
- Updating Database and Using Customer relationship Management.

Declaration

I hereby certify and affirm that the above information is true and correct to the best of my understanding and belief

VINEET RAI