

VIKRAM MEHTA



About Me



- 15 Years' experience
- August 24, 1983
- Udaipur, Rajasthan

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- Postal Address: 12 A, Ambamata Scheme, Udaipur(Raj) - 313001
- Height – 5'8"; Weight – 75 Kgs; Blood Group – O+

Profile

Marketing & Sales Professional

- Ability to study, grasp and put into application new ideas, concepts, methods and technologies
- Dedicated, innovative and self-motivated team player
- Exceptional leadership, organizational, spoken & written communication as well as, interpersonal, analytical, and problem solving skills
- Thrive in both independent and collaborative work environments

Education

- Bachelors of Engineering(Production), Bharati Vidyapeeth University, Pune
(July 2003 – June 2007)
- HSC, Central Academy, Kota
- SSC, St. Pauls School, Udaipur

Work Experience

1. **Manager – Sales – Kingson Crushers, Udaipur**
(Aug 2022 – Till Date)

Products Handled: -

- Jaw & Cone Crushers
- Related Components

2. **Deputy Manager – Sales – Mahindra CE, Rajasthan, India**
(Nov 2019 – Feb 2022)

Products Handled: -

- Backhoe Loaders
- Motor Graders

3. Sr Engineer – Sales – Used & Rentals at Gainwell Commosales Pvt Ltd (Formerly, Tractors India Pvt Ltd), Udaipur
(June 2017 – Oct 2019)

Products Handled: -

- CAT Motor Graders/Excavators/Backhoe Loaders/Wheel Loaders – Used Equipment
- Trade-In Machines – Various brands – Via Inspections
- Rentals

4. Manager - Sales at Drillcon (Raj) Pvt Ltd, Udaipur
(January 2010 – May 2017)

Products Handled: -

- Atlas Copco: - Blast hole drill rigs/Rock Breakers/Drilling Tools
- Doosan : - Diesel Compressors/Diesel Light Towers/Skid Steer Loaders(Bobcat)
- Volvo : - Excavators, Wheel Loaders(SDLG) & Road Equipment

5. Asst. Manager – Sales & Marketing at Escorts Construction Equipment Ltd, New Delhi
(August 2007 – December 2009)

Products Handled: -

- Pick & Carry Cranes & Forklifts



Key Responsible Areas

- Direction and management of sales activities via Retail, Channel sales & Key accounts
- Management of promotional activities such as customer meets, exhibitions & events
- Understand the customer requirements, solve their queries and provide techno-commercial specification of the products
- Keep an eye on recent market trends and update the management on the same.
- Solve the issues related to on-time delivery & service/parts on products and others.
- Relationship building with customers, spotters, financiers & references



Career Highlights

Customers Handled

- Road & Quarrying Contractors
- Cement plants & Other government departments
- Marble & Lignite Sector
- Material Handling Contractors
- Retail through direct sales and sub-dealers

Professional Developments

- Developed business in Hiring segment of hydraulic mobile cranes particularly in the area of NCR Region
- Achieved sales targets in various products handled
- Achieved award in Drills, Compressors, Rock Breakers & Loaders Sales
- Completed many CE inspection after being trained in Used Equipment inspections by CAT
- Achieved 100 % recovery of dues in rental segment with crystal clear dealing

Participations

- Event Organizer for the National level Tech-fest-Bharatiyam-2006 in engineering
- Coordinator for the industrial visit
- Active member of the PESA (Production engineers' students association.)
- Actively participated in NSS & NCC camps
- Done few part time jobs & volunteer work thus gaining vocational skills
- Participated in various seminars & paper presentations
- Attended various Training programs at Volvo/CAT/Atlas Copco/Escorts etc. – Mainly Sales/Marketing/Technical/Product specific
- Participated in many equipment exhibitions like Bauma, Excon, etc



Skills

- | | | |
|--------------|-------------------|--------------|
| • Pro Active | • Perseverance | • Analytical |
| • Social | • Business Acumen | • Teamwork |



Computer Proficiency

- Operating Systems: Windows, Tally, Android, Google etc.
- Application Packages: MS Office, Auto Cad, Adobe Acrobat etc.



Languages

- English & Hindi



Personal Interests

Surfing, Table Tennis, Movies,
Traveling, Making Friends, Reading

Assurance

- I hereby declare that all the above information given is correct to the best of my knowledge and belief
- If given the responsibility, I assure to be a proficient employee

Vikram Mehta

Date – 01-01-2023

NOTES

- Position Applied for: - _____
- Current CTC: - 10 L per annum
- Current Notice period: - 3 Months