

VISHAL VENUGOPAL

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Seeking a position as a French Language Resource /Interpreter

PROFILE SUMMARY

- A result-oriented professional with 18+ years of experience in Sales & Marketing and Key Account Management
- Proven track record of excellence in tackling the issues of Client Interfacing and Business Development
- Deployed effective sales skills to accomplish sales targets on many instances in Crompton Greaves India Ltd., Delhi; awarded a certificate from Crompton Greaves for an increase in the collection of revenue to the tune of 50% for Q3FY 2013-14
- A keen communicator with honed interpersonal, problem-solving and analytical abilities

CORE COMPETENCIES

Operations

Sales & Marketing

DELF French Certification A1/A2/ B1 /B2

ORGANISATIONAL EXPERIENCE

VRK Services Limited, Bangalore
Business Development

Aug'15-Till Present

Key Result Areas:

- o Carrying out the market survey for equipment related to Wood Based Industry/Coir Industry.
- o Sourcing of Vendors related to the equipment.
- o Attended IMTEX 2017 Exhibition for Business Development for Wood-Based Products.
- o Preparing technical offers for Ankara technologies.
- o Understanding the needs of clients and providing solutions and support.
- o Meeting Customers and nurturing relationships with clients.

Crompton Greaves India Limited, Delhi
Senior Executive-Sales & Marketing

May'12-June '15

Key Result Areas:

- o Monitoring the current system and checking for any improvement in revenues for class transformer and reactor products
- o Responsible for achieving the annual invoice, timely dispatches, and inspection for electrical products
- o Overseeing the timely financial collection from both debtors as well as creditors
- o Managed the key accounts of existing clients like L&T, Jindal Steel and Power, ABB
- o Dealt with& acquired new customers engaged in the business of hydro projects, textiles, sugar manufacturing, and EPC contractors
- o Participated in various promotional activities for the company's products in trade shows

Highlights:

- Accomplished a sales target of INR 80 million for the Northern Zone Delhi Region for FY2012-13
- Achieved a sales figure of INR 22 million for switchgear products and ensured successful collection of revenues in a record time of 90 days in 2014
- Received a certificate from Crompton Greaves for ensuring an increase in collection of revenue to the tune of 50% for Q3 in FY2013-14.
- Trained in all the products manufactured at CGL Ambad.

Blue Star India Limited, Gurgaon
Senior Executive Construction

Apr '11-May'12

Key Result Areas:

- Involved in planning and scheduling activities for a 2 x 600MW power project constituting Electrical Balance of Power (E-B.O.P.)

Highlights:

- Employed sales skills to achieve INR 8 million in 2011-12
- Negotiated with the contractors for work to be awarded after raising of the respective purchase requisitions
- Ensured the timely collection of receivables

Seven Eleven Holdings, Hackensack (New Jersey)
Assistant Manager

Sep'08-Feb'11

Key Result Areas:

- Implemented various facets of Supply Chain Management like forecast, order, order quantity & stocking of merchandise
- Undertook Operations Management in a comprehensive manner
- Performed scheduled preventive maintenance of the store facility and implemented new plans

Vijaya Enterprises, Bangalore
Project Engineer

Aug'04-Jan'07

Name of Project: Hotel Garuda Mall

Key Result Areas:

- Prepare, Manage, and update project schedules
- Attend Client Meeting, co-ordinate project activities with contractors, consultants, and vendors.
- Managing a team and ensuring project activities as per schedule
- Preparing necessary Bills of quantities, ensuring cost control, preparing RFQ, and awarding contracts to laborers for the additional quantity of work.
- Instrumental in ensuring cash flow projection, ensuring prompt billing, and collection of receivables.

Name of Project: Embassy Crest

Key Result Areas:

- Planning and execution of Low and Medium Voltage Installation works which must be carried out as per BOQ specifications and IS: CODEs
- Involved in Technical and Management review meeting with Client, Contractors, and Consultants etc

ACADEMIC DETAILS

- M.S. in Engineering Management (Marketing and Project Management) from Newark College of Engineering, New Jersey Institute of Technology University with a CGPA of 3.65/4.00 in May 2008
- B.E. (Electrical Engineering) from K. K. Wagh College of Engineering, Nashik, Pune University with First Class in May 2004

IT SKILLS AND CERTIFICATIONS

- **Operating System:** Windows XP/7/8
- **Application Packages:** MS Office, MS Visio
- **French DELF** DELF A1/A2/B1/B2

EXTRACURRICULAR ACTIVITY

- Actively participated and won prizes in various debates at K. K. Wagh College of Engineering, Nashik
- Member of IEE, Nashik Chapter

Date of Birth: 21st August 1981

Languages Known: English, Hindi, Tamil, Kannada and Marathi

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