**VISHAL GUPTA**

**: +91 – 7985822917 : 9554002884**

**: vkgupta869@gmail.com**

**PROFILE SUMMARY**

* **A result oriented professional with over 5 years of experience in the arena of:**

Sales Planning Business Development Team Management

Competition Analysis Coordination Retail Operation

* Skilled in managing and motivating a team to increase sales and ensure efficiency.
* Efficient organizer, motivator, team player and a decisive leader with the ability to motivate teams to excel and win.
* Looking our career with growing organization that is provide to me build our career, and help out to organization growth.

**ORGANIZATIONAL EXPERIENCE**

**Working with Rupeek Fintech Pvt. Ltd.(25th Feb. 2021 to now)**

* Represent the Rupeek Fintech Pvt. Ltd. as a Sales manager
* Here doing gold loan Fresh or Takeover.
* Company provide online Doorstep service in TO and FL both.
* I am doing minimum 20 call to customers on daily basis to approach sales and if they have any problems then sorted it also.
* Handling problem from DSA and customer side.
* I have daily visit our RBP(Rupeek business partner) to solve their some queries and discuss how to increase your business.
* I have done 1.30 Cr. business in this year April 2022.
* I have achieved 6 Ninja certificate.
* Also giving training to DSA about KYC part what document you have to collect from customer.

 **Work with Home Credit India Pvt Ltd**

 **As a DSMD (26 Nov. 2016 to 24 Feb. 2021)**

**Role :( Consumer Finance and Cross Sale, collection)**

**Involved in handling:**

* Represent the Home Credit Brand as DSMD
* Marketing & Lead generation activity (Cold calling & Promotional Activity)
* Handling 10 shop with own assigned store.
* I had done 70 files from yourself with cross sell and maintaining the all parameters,

And along with my partner shop was doing 20 files each in a month.

* I always keep monitoring to our partner maintaining his risk which is not above 4% and help out to Increasing his sell.
* I have done cross sell(Extended warranty, Insurance, Life Insurance) in both CD and digital from One Asset, Amtrust and Bajaj Alliance companies.
* Briefing product and convince customer for loan & Insurance
* Handling customer query and complaint
* Ensuring right selection and assessment of customers.
* After 2years transfer in personal loan department
* Doing KYC process to customer and did PL.

**Hobbies:**

* Listening music, Playing Cricket, Travelling.

**Strengths:**

* Self-Motivated, Self Confident, Hard Work, and Take new Challenge.

**EDUCATION**

* B.Com. from Allahabad University in 2015
* M.COM from DR. RMLU IN 2017
* Diploma in DCA ( M.S, Word, Excel, Power Point, Taily, Internet )

**PERSONAL DETAILS**

Father’s Name: S/o Mr. Vishun Chandra Gupta

Date of Birth: 12th July 1994

Languages Known: English, Hindi

Gender: Male

Nationality: Indian

Marital Status: Unmarried

Permanent Address: A-29, Narayan Nagar, Indira Nagar Lucknow 226016

**DECLARATION**

I hereby declare that the above particulars furnished by me are true to the best of my

Knowledge and belief.

**Date: -**

**Place:- Lucknow**

**Vishal Gupta**