

**VIVEK SINGH**

Address :- Sai Trupti apartment  
Near hanumant residency vapi, 396191 Gujrat  
**Mobile:** 91- 7698955799  
**Email:** vs740740@gmail.com

**CAREER OBJECTIVE**

A growth oriented in a professionally managed and dynamic organization, which provides an opportunities for development and responsibilities to contribute towards the organization's success.

**EDUCATIONAL QUALIFICATION**

<b>PASSED EXAMS</b>	<b>BOARD/UNIVERSITY</b>	<b>PERCENTAGE S</b>
High school	Gujarat Board	60.00 %
Intermediate	U.P. Board	68.00 %
Computer Cources	DCA	71.67 %

**WORK EXPERIENCE**

- 2 Years sales experience in Tejpal Motors Pvt. Ltd. **Period 2016 - 2018 - Vapi**
  
- 2 Years experience in Cargo Motors Pvt. Ltd. - **Period 2018 - 2020 - Jamnagar**
  - Lead generating from Dealer point as well as from DSAs.
  - FI at customer home and office place and collecting the documents.
  - Maintaining and developing new relationship with Dealers and DSAs.
  - Co ordinating with payment team for payment teams
  - Team handling , Coordinating with Operation And Credit Team and Collection Team.
  - Maintaining overall Portfolio.
  
- **Current CV DSA loan experience:-** 6month PERSONAL DETAIL - **03-2020 till date - Varanasi**
  - Lead generating from open market & reference
  - Generating sales from existing customer base.
  - Sales Driving of M&HCV, LCV & SCV
  - Penetrating in Used & New Car Segment

## RESPONSIBILITIES

- Generating leads.
- Meeting or exceeding sales goals.
- Negotiating all contracts with prospective clients.
- Helping determine pricing schedules for quotes, promotions, and negotiations.
- Preparing weekly and monthly reports.
- Giving sales presentations to a range of prospective clients.
- Obtaining deposits and balance of payment from clients.
- Preparing and submitting sales contracts for orders.
- Visiting client and potential clients to evaluate needs or promote products and services.
- Maintaining client records.
- Answering client questions about credit terms, products, prices and availability.

## PERSONAL DETAILS

**Name** : Vivek Singh  
**Address** : Vill- Amadpur, Post- Dhanapur, Distt- Chandauli (Varanasi)- 232105  
**Date of birth** : 2nd July 1995  
**Father name** : Mr. Ramparesh Singh  
**Mother name** : Let. Poonam Singh  
**Mobile number** : 07698955799  
**Nationality** : Indian  
**Gender** : Male  
**Marital states** : Married  
**Language know** : English , Hindi & Gujarati

## HOBBIES

- ❖ Playing the cricket.
- ❖ Interests include sailing

### Declaration:-

I Hearby Declare that the above particular information's given are true. To the best of my Knowledge.

**Place:** -

**Date:** -

**Vivek Singh**