



Vatsya Krishnan

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P.S. - Shakurabad, Dist. - Jehanabad

Pin Code- 804429

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OBJECTIVE

“I aspire to be a part of ever dynamic, progressive organization where I can learn & develop my skills, so as to play an innovative and active role in the organizational growth.”

Experience

- Worked with Krishidhan seeds Pvt. Ltd. as a Area sales executive-Sales (FC) from 1st Sep. 2020 to till a date in Gaya headquarter.
- Worked with Dr. Reddy foundation (Vreedhi Impact services) as a Territory manager from 1st Nov 2019 to 25th Aug. 2020 in Gaya headquarters.
- Worked with Seedworks International Pvt. Ltd. as a Territory manager –Sales (FC) from 26th Dec. 2018 to 25th Oct. 2019 in headquarter Muzaffarpur.
- Worked with **Rasi Seeds Pvt.LTD. - Field Crop** as a Territory sales executive from 1st Sep.2016 to 7th Oct. 2017 in headquarters Biharsharif (Bihar) & from 7th Oct. 2017 to 15th Dec.2018 in headquarter Bilaspur(CG) operational area is Bilaspur, Kabirdham ,Janjgir Champa, Korwa.

Summer Internship Project

TOPIC: - “Market potentiality of hybrid Tomato and Chilly in East Uttar Pradesh & Karnal.”

ORGANISATION: - Shriram Fertilizers & Chemicals (A units of DCM Shriram Ltd, New Delhi)

PROFFESIONAL PROFILE

- 2 year 1 month experience in sales and marketing, Business development, channel management & Team management.
- Hands on experience in exploring and developing new market, appointing channel partners, accelerating growth & achieving desired sales goal.
- Skilled in managing teams to work with the corporate set parameters & motivating them for achieving business and individuals goals.

KEY RESULT AREA

- **Sales and Marketing:** Running the sales and marketing operations & accountable for increasing sales growth and driving sales initiatives in order to achieve business goals. Identifying prospective clients, generating business from the existing clientele, thereby achieving the business targets.
- **Business Development:** Conducting competitor analysis & competency mapping for keeping abreast of market trends and competitor moves to achieve the market share metrics. Identifying & developing new streams for revenue growth; maintaining relationships with customers to achieve repeat/ referral business.
- **Customer Relationship Management:** Managing customer centric operations & ensuring customer satisfaction by achieving delivery & service quality norms. Attending to clients complaints and undertaking steps for resolving them. Interacting with the customers to gather their feedback regarding the product satisfaction.

PROFESSIONAL ACHIEVEMENT:-

- Farmer contact module.
- Field to farm activity.
- Add on new Krishak Mitra in our system.
- Channel management.
- Sales

STRENGTH:-

- Patience, New market development

PROFESSIONAL QUALIFICATION:

- Diploma in Computer Application, Tally

EDUCATIONAL QUALIFICATION:

M.B.A.	Dr. A.P.J.Abdul Kalam Technical University	Marketing & International Business	2014-16	61.64%
B.B.M.	Magdha university	Marketing	2010-13	62.50%
Intermediate	B.S.E.B.	Commerce	2008-10	57.60%
High school	B.S.E.B.	Math, Eng, Sci,Sst,Hindi	2008	55.60%

REFERENCE:-

Mr. Amarendra Kumar Tilak

General Manager

Shriram Fertilizer & Chemicals (A units of

DCM Shriram Ltd, New Delhi).

09818001630

Mr. Dinesh Rana Singh

National Product Manager

Krishidhan Seeds Pvt Ltd

07042865454

PERSONAL DETAILS:-

Father's Name	:	Mr.Vinod Bihari Vatsya
Mother's Name	:	Punj Kumari
Date of birth	:	20 th Jan. 1993
Nationality	:	Indian
Language known	:	English, Hindi
Marital status	:	Married

DECLARATION:-

I hereby declare that all the above information is correct to the best of my Knowledge, if any mistake found I will be responsible for that.

Place

Signature

Date