



Vishal Kumar

Contact Information:

Address:

Plot No-362, Near GD
Goenka School, 3rd
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Indirapuram, Ghaziabad-
201014

Mobile:- +918882235558

Permanent Address:

C/o- Mintu Book Centre
In Front of Patna College
Patna 800006

E-Mail

Vishal.dypatil@gmail.com

Personal Data:

DOB: 10th Dec 1987
Sex: Male
Nationality: Indian
Marital status : Married

Languages Known:

English, Hindi

Hobbies:

watching movies, cooking
Travelling

Resume

Specialization : Marketing

Objective

To serve the company to the best of my knowledge, skill, and experience and to gain further experience and sharpen my abilities.

Professional Qualification

M.B.A

2010

Global Business School & Research Centre affiliated to Dr. D. Y. Patil University, Pune

- Specialization in Marketing.

Academic Record

Graduation

DDE (Patna University).

2007

- B.Com with Acct. Hons.

Summer Project

TATA AIG Life Insurance Co. Ltd.

Project Title:- "Recruitment and selection of life insurance advisors-Processes involved and skills required"

Project Profile:

- Role of advisors in insurance market.
- Market research about the awareness of insurance advisors.
- Analysis of rural market about insurance product.
- Research about segment ,target and position of product in the referral market .

Work Experience

Mar 2021 To Apr 2025

With M/s Ceasefire Industries Pvt Ltd.

Position:

Area Manager-Sales

Report to:

Branch Manager

Nature of work:

Ceasefire, India's most trusted fire safety and security brand is today a holistically integrated Fire Safety & Security solutions.

Roles and Responsibilities:

- Identifying potential customers, generating leads & follow up t
- Establishing maintaining strong, long- term relationship with clients to understand their needs & provide tailored solutions.
- Presenting product information, addressing customer queries & effectively closing deal
- Preparing & submitting detailed proposals & quotations to customers.
- Addressing customer inquiries, resolving issues, & providing after sales support.
- Meeting or exceeding assigned sales quotas & revenue target.

March 2015 To Dec 2019

With M/s Tolexo Online Pvt Ltd

Position:

Executive – Category sales

Report to:

Manager

Nature of work:

- a) Selling in industrial item in b2b market.
- b) Generating business 30 Lakh every month.
- c) Holding 25 Key account seller.
- d) Onbored 200+ seller.
- e) Holding 20-30 Key account client.
- f) Find Alternate Seller.

July 2011 To April 2014: -
Ltd

With M/s Reliance life Insurance Company

Position:

Sales Manager

Report to:

Branch Manager

Nature of work:

Since July 2011 I have been associated with M/s Reliance Life insurance as Sales Manager To Sale Life Insurance Product

To Sell life Insurance Through advisor
Recruitment Of Advisor

November 2010 To July 2011: -
Ltd

M/s Future Generally Life Insurance Company

Last Position:

Financial Planning Associate

Report to:

Manager

Since November 2010, I have been associated with M/s Futrure Generally Life Insurance Company Ltd started for the post of Financial Planning Associate.

Declaration

I confirm that the information provided by me is true to the best of my knowledge and belief.

Date:

Place

Signature