# Kunal Vanwani

MOBILE: +(91) 9999939263

Email : [Kunalvanwani2009@gmail.com](mailto:Kunalvanwani2009@gmail.com)

**EXPERIENCE ACROSS RETAIL & TELECOM BRANDS:**

# A B O U T M E

Marketing and retail professional with more than 12 years in the industry, I have worked with some of the leading retail and telecom industries.

I enjoy conceptualizing the processes of building and maintaining customer and client relationships while keeping in mind the overall marketing and business objectives of an organization.

# S K I L L S

* Instore Sales
* Product Knowledge
* Business development
* Interpersonal skills
* Customer Servicing
* Objection handling

## Iworld Business Solutions Pvt. Ltd.

### Senior S ales Consultant

* Responsible for driving iPhone, iPad and Mac
* Certified Apple Expert 2019-20.
* Developed contented and conducted trainings around product knowledge, sales pitch enhancement to enrich customer experience & customer relationship management.
* Designed dashboard for data analysis, sales forecasting and providing impactful analytical insight on sell in and sell through data with relevant training materials.

## Ikya Human Capital Solutions Pvt Ltd

### Sales Executive

* Instrumental in Designing & Implementing sales plans to generate sales to achieve revenue targets of compliance software.
* Achievement of sales budget; handle customer complaints tactfully and effectively.
* Excellent resource balancing skills, inventory optimization.
* Achieved Samsung Product Professional level in “Samsung Expert-zone Training
* Earned the Samsung Technical Training -Final Quiz Certificate.

## Vodafone Essar Pvt Ltd

### Sales Executive

* Responsible for sales and in-store sales promotions.
* Priorities and initiate Company objectives.
* Awareness of competitor activity and communicate this to the team.
* Adept at organizing the in-store promotional activities for new release of products & special products advertisement.

Sales Planning:

* + Planning of sales target to meet business objectives.
  + Ensure that all statuary requirements pertaining to sales and operations are compiled.
  + Ensure timely flow of information to facilitate reviews, reporting and initiation of action.

Marketing Initiatives with Malls:

* + Mall Loyalty Programme
  + Licensees Feedback quarterly
  + Planning and execution of Micro Marketing activities at ground level
  + Effective execution of events and promotions
  + Ensure maintenance and relevance of all brands collaterals in the store
  + Effective liaison with external agencies

Finance and MIS:

* + Regular and timely remittance of Sales with Accounts team via ADSR
  + Maintenance of all IT equipment’s
  + Inventory reconciliation of physical vs book stock

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| **EDUCATION** |  |

12th Pass from CBSE Board 2010

**ADDITIONAL INFORMATION**

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| Senior Sales consultant  Iworld business solutions Pvt. Ltd. | April 2017 to till date |
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| Sales Executive  Ikya Human Capital Solutions Pvt Ltd | January 2014 – March 2017 |
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| Sales Executive  Vodafone Essar Pvt Ltd | June 2009 – December 2013 |
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