

# VIJAY KUMAR BELAVIGIMATH

## CONTACT

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## SKILLS

Problem Solving Ability  
Teamwork  
Strong Work Ethic  
Time Management  
MS Word & Excel  
Leadership

## EDUCATION

### MBA / Marketing

Mysore University, Chikkamagalur  
2016 - 2017

### BBM / Business Management

Kuvempu University, Chikkamagalur  
2013 - 2016

### PUC / Commerce

Pre-University Karnataka,  
Chikkamagalur,  
2011 - 2012

## RESUME OBJECTIVE

My objectives are to maintain a position using my experience in superior sales results, developing of skills, promoting multiple complex products and management of multiple tasks and people through a consistently positive and hardworking attitude.

## EXPERIENCE

### Sales Executive

*Nihal Marketing, Chikkamagalur. 2016 - 2018*

- Expert knowledge of the selling process and effective sales techniques.
- Works with assigned Account Manager, Sales Managers, and/or Client Solutions to develop and deliver custom solutions that provide and deliver to customers
- Proactively develop relationships with key users and provide Product Marketing/Management team with customer feedback on product improvements
- Work with Sales Manager to strategize and execute territory management plans

### Medical Representative

*Curewin Hylico Pharma Pvt Ltd, Ranebennur. 22/11/2018 to 2/08/2020*

- Worked as a Medical Rep for promoting Curewin Hylico Pharma products.
- Achieving sales targets according to priorities
- Monitoring competitor activity and products and giving regular feedback to management
- Visiting to the client location and explaining the product details with good manner.
- Set Monthly plan, Routing Report and submit to Manager in period time
- Arrange appointments with doctors, pharmacists who may include pre-arranged appointments or regular 'cold' calling