

# **CURRICULUM VITAE**

**Vishal Koshta**

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**Postal Address:-**

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## **OBJECTIVE**

A challenging growth oriented carrier in a professional organization of repute to enhance my skills & strengths in conjunction with the organization's goals & objective.

## **EDUCATIONAL QUALIFICATION**

- 1 HIGH SCHOOL (10+) FROM "M.P. BOARD, BHOPAL" YEAR 2010
- 2 INTERMEDIATE (10+2) FROM "M. P. BOARD, BHOPAL" YEAR 2012
- 3 DIPLOMA IN DIESEL MECHANIC FROM GOVT. MODEL ITI, JABALPUR year 2013
- 4 GRADUATION WITH B.A FROM " RDVV , JABALPUR UNIVERSITY " YEAR 2017

## **COMPUTER PROFICIENCY:**

Operating System : MS Word, MS Excel, Power Point, Net Surfing

: DMS of Escort Tractor -EDMS, John Deere Tractor-**Star Boom**

## **PROFESSIONAL EXPERIENCE:**

- ❖ **From 1<sup>st</sup> Aug 2013 to Aug. 2014.(Frontier Honda Authorized Dealer Honda Two wheelers & Service Center )Jabalpur**

**Designation: Sales Executive/Officer**

### **Job description**

- Increasing sales of our company' products.
- Reaching the targets and goals set for your area.
- Establishing the distribution network.
- Conduct the demo van activity in the customer locations.
- Conduct focus village visits and give product demos as per the targets given.

- ❖ **From Sep 2014 to Aug 2016.(Krishi Utthan Authorized Dealer of John Deere Tractor & Service Center ), Deendayal Chowk Jabalpur**

**Designation: Sales Executive / Office Assistant****Job description**

- Maintaining and increasing of sales of our dealer ship products like Tractor & Rotavator.
- Reaching the targets and goals set for your area.
- Creating new relationships from existing customers for new business
- all paper make for process of disbursement bank .
- Provide Government Subsidy of Customer and Complete process for Subsidy.
- RTO Work
- After sale & disbursement Provide RC Card of Bank Financer.

**3)From October 2016 to August 2021 working of RAI Disbtributor ( Authorized Dealer - Kubota Agricultural Machinery India Pvt. Ltd ) and Aarav Agro ( Dealer of Maschio Gaspardo ) Rotavators and Other relevant Implement &Equipment****Designation: Retail /Sales Executive**

Sales of our dealer ship products like Tractor & Rotavator, Other Implement.

- Activities at the customer locations like demo activity & Service Activity.
- Before sale collect all paper for cibil score check like- Aadhar card, Voder Id, Pan card, Bahi and Guarantor Papers- Aadhar Card, Voter ID, Pan card
- After sale make paper and collect paper for disbursement like- Customer Cheque, Invoice, Margin Receipt, Insurance, RTO Receipt etc.
- After sale and after disbursement provide RC card to Bank
- I am also doing all process of finance and retail. and Help to Bank Financer.
- Help to Our Customer for Provide Government Subsidy and Complete process for Subsidy.
- **Training:**
- 2 days attend QA Soft Plus Kubota Company Management system in Indore
- 2 day attend Sales Executive Meet in Bhopal
- 2 KDMS of Kubota Company Management system in Indore

**From November 2022 to till date working of Arjit Traders (Authorized Dealer-Solis & Yanmar Tractor in Jabalpur)****Designation: Sales Executive**

Sales of our dealer ship products Tractor & Rotavator

- Activities at the customer locations like demo activity & Service Activity.
- Manage follow-up processes to keep leads, and inquiry Close
- Before sale collect all paper for cibil score check like- Aadhar card, Voder Id, Pan card, Bahi and Guarantor Papers- Aadhar Card, Voter ID, Pan card
- After sale make paper and collect paper for disbursement like- Customer Cheque, Invoice, Margin Receipt, Insurance, RTO Receipt etc.
- After sale and after disbursement provide RC card to Bank
- I am also doing all process of finance and retail. and Help to Bank Financer.
- Help to Our Customer for Provide Government Subsidy and Complete process for Subsidy.

**PERSONAL DETAILS :-**

Date of Birth : 2<sup>th</sup>February 1993  
Father's Name : Shri Shyam Lal Koshta  
Marital Status : Married  
Language : Hindi and English  
Nationality : Indian

**Date :**

**Vishal Koshta**