

VINAY PREMI

#53 Satnam Nagar Neelpur Rajpura (Patiala) | +91 9988576909 | vpremi354@gmail.com

Professional Summary

Results-driven professional with hands-on experience in business development within the retail sector. An extroverted and confident communicator seeking to leverage 6 months of experience at **Walmart India** to excel as a **Market Salesman at PepsiCo sales executive at shyam Steel Industries**. Expert in building rapport with local vendors, managing stock visibility, and driving sales growth in the Patiala region.

Professional Experience

Sales Executive – Shyam Steel Industries Ltd.

Location: Patiala, Punjab

Duration: 1 Year

- Handled sales of TMT bars and construction steel products in Patiala and nearby markets.
- Managed dealers, distributors, retailers, contractors and builders.
- Conducted daily market visits and generated orders from existing and new customers.
- Achieved monthly sales targets through regular customer follow-ups and territory coverage.
- Developed new dealer and retailer networks to increase sales and market reach.
- Promoted TMT bars by explaining product grades, quality, strength and applications.
- Coordinated with distributors for stock availability and timely delivery.

Walmart India | Business Development Associate

Duration: 6 Months

- **Market Expansion:** Identified and onboarded new kirana stores and small businesses to the Walmart Best Price platform.
- **Relationship Management:** Maintained daily contact with a portfolio of business members to ensure high retention and repeat orders.
- **Sales Targets:** Consistently met monthly targets for new member acquisitions and volume sales.
- **Product Placement:** Advised retailers on optimal product assortment and shelf placement to increase sell-through rates.
- **Market Intelligence:** Gathered feedback on competitor pricing and promotions to assist in local strategy adjustments.

Core Competencies

- **B2B Sales:** Proven ability to pitch products to business owners and procurement managers.
- **Multilingual Communication:** Fluent in English, Hindi, and Punjabi to facilitate smooth negotiations.
- **Territory Management:** Deep knowledge of the Rajpura and Patiala markets.
- **Persistence:** A hardworking and confident approach to overcoming sales objections.

Education

- 12th Grade, PSEB
- 10th Grade, CBSE

Professional Strengths

- **Extrovert Personality:** Natural ability to engage with people and build instant trust.
- **Accountability:** Strong ability to take responsibility for sales quotas and territory growth.
- **Integrity:** Recognized for being friendly, honest, and professional in all dealings.

Personal Information

- **Date of Birth:** 20-08-2003
- **Father's Name:** Tara Chand
- **Address:** #53 Satnam Nagar Neelpur Rajpura (Patiala)