



# Aditya Vyas

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## CONTACT

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## OBJECTIVE

Seeking the role as Business Development and Advisory industry that will enhance my horizon of knowledge and growth to me prove myself has the best performance and growth of the organization.

## WORK EXPERIENCE

### Institution of Director, Bengaluru

August-2013 - Present

Senior Sales Manager

- Profound knowledge on team building and team handling, business analytical skills, ability to train the teams with implement the same for all sorts of projects.
- Demonstrable experience as sales manager developing client-focused.
- Networking and relationship building within industry, leveraging knowledge and expertise work towards the enhancing there potential for the **Chief-suite (C-suite) Executives.**
- Partnership with **Startup Companies** to understand their business needs, growth and objectives.
- Developing and executing strategic plan to achieve sales targets and expand customer base.
- Responsible for handling South Indian markets for all major industry sectors.
- Effective communicator in the value proposition through proposals and presentations.
- Enhancing growth and assess the performance of the Startup Founder and Core team mates.
- Individual Contributor, Good communication skills coupled with exceptional presentation and inter-personal abilities to retain the clients for the organization.
- Research, Arrange and Conduct meetings Individuals of reputed organizations with a view to spread and get new business as well as connections and maintain long-term associations.
- Exploring and Knowledge of digital marketing options for promoting conferences online.

### STB Technologies Pvt. Ltd., New Delhi

June 2011 - August 2013

Assistant Sales Engineer

- Responsible for Sales and Marketing of Digital TV Set-top boxes, Internet Protocol Television(I.P.T.V.), Satellite Communication Equipment for digital broadcasting and transmission.

- Research, Arrange and Conduct meetings Individuals of reputed organizations with a view to spread and get new business as well as connections and maintain long-term associations.
- Exploring and Knowledge of digital marketing options for promoting products online and offline.

## QUALIFICATIONS

### Certification:

- Six months Advance Diploma in Digital Marketing form New Dimension Info-tech.
- Certificate from Coursera for International Market Strategy in Asia.

## EDUCATION

### **BS in Informtion Technology**

Rajasthan Technical University,Kota

Obtained the BS degree with CGPA 7.0

**August 2007 - May 2011**

### **High School Certificate**

Rajasthan Board of Secondary Education,Ajmer

Obtained the High School Certificate Exam with CGPA 5.0

**July 2006 - April 2007**

### **Secondary School Certificate**

Rajasthan Board of Secondary Education,Ajmer

Obtained the Secondary School Certificate Exam with CGPA 6.5

**2003 - 2004**