



# VIJAY SOLANKI

SALES EXECUTIVE

## CONTACT

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AI KARAMA

## EDUCATION

Dec 2023

RABINDRANATH TAGORE UNIVERSITY

- Bachelors of Commerce

Jul 2020

TELANGANA BOARD OF INTERMEDIATE

- CEC (Civics, Economics, Commerce)

May 2015

PUBLIC HIGH SCHOOL

May 2019

GEENI COMPUTER EDUCATION

- Diploma in Computer Applications

## SKILLS

- Analytical and Problem Solving
- Time Management
- Communication
- Negotiation Skills
- Research and Strategy
- Data Entry
- Typing (45-65 WPM)
- Customer Service
- Data Management
- Word Processing
- Spreadsheet Management
- Office Administration
- Records Management
- Video & Audio Editing
- Web Research

## LANGUAGES

- English (Fluent)
- Hindi (Fluent)
- Telugu (Fluent)

## PROFILE

Dynamic and results-driven Sales Executive with over 6 years of experience in the healthcare and hospital industry, specializing in driving business growth for premium healthcare services. Proven track record in building strong relationships with healthcare professionals, managing key accounts, and delivering patient-centric solutions to enhance customer satisfaction and business performance.

## WORK EXPERIENCE

### Pristyn Care

JAN 2022 - JUNE 2024

#### Sales Eexecutive

- Plan & oversee business development efforts
- Identify & Build new Hospitals/Clinics that meet Pristyn Cares standards in terms of location, pricing, infrastructure, quality etc. and pitch our partnership proposal
- Negotiate Pristyn Cares commercial agreement with Hospitals/Clinics
- Strengthen relationship with existing partners, Hospital Owners & other relevant stakeholders
- Oversee day to day city-level operations to ensure a smooth and seamless patient experience
- Responsible for Cluster P&L driven decisions
- Manager inventory of consumables
- Responsible for AR and AP for the assigned cluster
- End-to-end ownership of a selected region.

### Medicover Hospitals

Dec 2018 - Dec 2021

#### Customer Support Executive

- Provided excellent customer service by efficiently resolving issues and responding to inquiries
- Recommended potential products or services by collecting customer information and analyzing customer needs
- Listened to customers' questions and concerns to provide answers or responses
- Monitored phone, fax and electronic database systems for incoming customer inquiries.

## **Mahindra Logistics**

Sep 2017 - Oct 2018

Transport Executive- Client -Tech Mahindra

- Be accessible for escalation of all transport related issues
- Carrying out routine vehicle inspections
- Providing advice to helpdesk operators on escalated issues
- Overseeing the transport security functions during night shift
- Incident reporting and management
- Handling transport emergencies
- Schedule regular feedback meetings with vendor to ensure all operational issues are resolved
- Ensure all female staff is given security escort post 20:00 hours till 06:00 hours.

## **Amazon Mechanical Turk (Home Based) - Crowdsourcing Internet Marketplace**

Jun 2016 - Jul 2017

Data Entry Operator

- Entered numerical data into databases in timely and accurate manner
- Scanned documentation and entered into the database
- Reviewed completed work for compliance with regulations
- Completed data entry tasks with accuracy and efficiency
- Verified the accuracy of data before transcribing
- Verified data integrity and accuracy.

## **HOBBIES**

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Playing Puzzle Games

Reading Books

Travelling and Meeting New People

Cooking and Baking

Listen to Music

## **PERSONAL DETAILS**

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Date of Birth : 26-March 2000

Nationality : Indian

Marital Status : Single

Visa Validity : Freelancer (2 Years)

Availability to Join : Immediate