

## Mr. Vishal Malhotra

### Corporate Relations (Chief Training & Placement Officer)

A seasoned business professional with extensive expertise in **business development, management, and sales strategies**, known for driving impactful business results through innovative approaches. With a proven track record across multiple industries, this individual has consistently demonstrated excellence in **sales planning, marketing management, joint ventures, and partnered selling**, contributing to sustainable business growth.

Key strengths include delivering high-impact **presentations**, organizing **promotional campaigns**, and managing the full **sales cycle** from lead generation to deal closure. Adept at fostering strong **client relationships**, consistently exceeding sales targets, and implementing effective **business strategies** to penetrate new markets and expand existing ones.

### Career Milestones:

- **Corporate Relationship Officer** (July 2023 – Present): Builds and maintains corporate partnerships, driving industry engagement and career development initiatives.
- **Training & Placement Head, North India** (July 2021 – July 2023): Led placement efforts, expanded operations, and established strategic partnerships.
- **Sales & Service Head (Manager)** (July 2019 – July 2021): Focused on leading teams, achieving sales targets, and ensuring customer satisfaction.
- **Area Head, Delhi/NCR** (Nov 2018 – July 2019): Spearheaded regional strategies, boosting team performance and profitability.

### Awards & Achievements:

- **200% target overachiever** for two consecutive years.
- **Rising Sun Award** for international sales excellence (2015).
- **Best Team North Award** from the CEO of Imarticus Learning (2023).

With an **MBA (PGDM)** from IMT Ghaziabad and **BBA (Marketing)** from YMCA, this professional's diverse skill set in **sales, team leadership, and client management** makes them a valuable asset for driving business success and accelerating growth.