

CURRICULUM VITAE



AMIT SINGH

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OBJECTIVE

To render my best services to an organization where I can utilize my skills, knowledge, and my ability to the organization and develop myself and achieve personal goals with respective the organization goals.

INNOVATIVE

To work in a progressive organization with highly motivating and challenging environment, that provides the best opportunities to grow and to utilized my potential to the fullest to achieve the organization goals.

WORKING EXPERIENCE

Company Name : **Sheenlac Paint Pvt . Ltd . (Jenson & Nicholson Pvt . Ltd .)**
Jharkhand Dhanbad HQ
Duration : December 2022 to Till Date
Responsibility : Sales Officer

Company Name : **Nerofix Private Limited**
(A subsidiary of Kansai Nerolac Paints Ltd.)
Jharkhand Dhanbad HQ
Duration : August 2021 to October 2022
Responsibility : Territory Sales Executive

Company Name : **Dharampal Premchand Limited**
Jharkhand Ruler Deoghar HQ
Duration : Oct - 2018 to July, 2021
Responsibility : Sales Officer

Company Name : **Jubilant Agri & Consumer Products Ltd**
Jharkhand Rural Deoghar HQ
Duration : Oct - 2015 to Oct - 2018
Responsibility : Marketing Executive

Company Name : **Unilever**
Jharkhand Rural Pakur HQ
Duration : September - 2007 to Oct - 2015 Pakur HQ
Responsibility : RSP - Shakti Channel

- Market Information and reporting.
- Order planning, Sales follow-up.
- Dealer development.
- Target Consciousness.
- Claim settlement.
- Daily route riding, new outlet activation.
- Rack program, Solve market problem.
- Eye of competitor system & process.

JOB PROFILE

i) Operational Job

- Collection of coverage data from rural.

ii) Appointment

- Conducting Contractor at area wise
- Generating leads by meeting the potential group of carpenters
- Booking order and arranging supply of stocks

iii) Operational Sales Job

- Handle 20 to 25 Existing Dealer and make own P.J.P.
- Maintain documents at Distributer point like price list, Bill File, Sales Register.
- Co-ordinate with Dealer and Distributer for supply of stock.
- Communication OPPS to Dealer.

PROFESSIONAL QUALIFICATION

- Diploma in Computer Science from Aptech Institute, Jamshedpur.
- Basic knowledge of computer Application, MS Office, Internet & Email etc.

ACADEMIC QUALIFICATION

- Bachelor of Arts from Ranchi University, Jharkhand.

CORRESPONDING ADDRESS

S/O SRI UPENDRA SINGH
Post: KITADIH
Dist: JAMSHEDPUR
(JHARKHAND).

PERSONAL PROFILE

Father's Name : **Sri Upendra Singh**
Date of Birth : **6th February, 1977**
Nationality : **Indian**
Sex : **Male**
Marital Status : **Married**

[AMIT SINGH]