

BHUPENDER SINGH

Mb: 8368313179

email id: singhbhupender775@gmail.com

Professional Summary

Proactive Territory Sales Manager dedicated to handling sales & marketing tasks. Committed to complete the sales target, retaining existing clients and onboarding new clients through dynamic communication and positive reinforcement.

Personal Information

Father's name	:	Shri Kallu Ram
Date of birth	:	10/08/1987
Marital status	:	Married
Qualification	:	B.Sc
Languages known	:	Hindi and English
Correspondence address	:	RC-734, Block-E, Pratap Vihar, Khora Colony, Ghaziabad, UP 201309
Permanent address	:	RC-734, Block-E, Pratap Vihar, Khora Colony, Ghaziabad, UP 201309

Skills

Business development	People management
Good listener	Quick learner
Building relationships	Sales goals
Influencing skills	Effective planning skills
Presentation skills	Analysing data
Innovative	Self-motivated
Customer focused	Business sense
Marketing strategies	Coming up with ideas

Work History

- 2 Years and 2 months experience as Territory Sales Manager with **Amchem Products Pvt Ltd**.
- 1 Year and 2 months experience as Assistant Marketing Manager with **Siddhika Coatings Pvt Ltd**(Authorised Distributor for SKK Paints in India).
- 3 years and 8 months experience as Assistant Sales Manager with **4 Square Digital**.

Territory Sales Manager

Feb 2020 – Present

Amchem Products Pvt Ltd

Noida

Amchem is a market leader in Solvent Free, Thick Film, Liquid Applied, Polyurethane Coating for Infrastructural Sector, Waterproofing and Industrial Flooring.

Job Description

- Regular travel to designated territory.
- Effectuating pre-planned sales strategies for accomplishment of performance milestone.

- Initiating and developing relationships with key decision makers in target organizations & consultants for business development.
- Delivering presentations/seminars & product promotion schemes to the perspective clients.
- Preparing and discussing techno-commercial proposals, along with handling contract related formalities & documentation.
- Post Award Functions such as supply coordination, payment follow up, contract closure.

Assistant Marketing Manager

Sep 2018 – Nov 2019

Siddhika Coatings Pvt Ltd

Delhi

Siddhika is an authorized marketing agent & applicator for SK Kaken Ltd., Japan.

Job Description

- Onboarding new clients(Architects/Builders/PMC) for the organization.
- Focusing on face to face sales presentation.
- Responsible to drive sales activities within assigned region.
- Building strong client relationships and providing high value-adding services.

Assistant Sales Manager

Nov 2014 – July 2018

4 Square Digital

Delhi

4 Square Digital is a digital marketing agency that provides digital marketing services like-website designing, SEO, PPC, SMO, email marketing etc.

Job Description

- Onboarding new clients.
- Focusing on face to face sales presentation.
- Responsible to drive sales activities within assigned region.
- Building strong client relationships and providing high value-adding services.

Declaration: I hereby declare that the details furnished above are true and correct to the best of my knowledge and belief and I undertake to inform you of any changes there ssin, immediately. In case any of the above information is found to be false or untrue or misleading or misrepresenting, I am aware that I may be held liable for it.

Bhupender Singh