



+91-8800407868
 rajgpi2009@gmail.com

RAJESH SINGH

Career Summary

SENIOR MANAGEMENT PROFESSIONAL: SALES & MARKETING

Resourceful big picture thinker with comprehensive business acumen who confidently champions organizational objectives. Acknowledged for strengthening the Organization to lead in highly competitive markets and delivering innovative sales and marketing concepts & strategies.

- Pragmatic professional leveraging **16 years** of proven success in impacting organization profitability through **Sales, Marketing, Business Development and Distribution expertise**
- Incisive business management leadership for fast growing organizations, complex business restructuring, expansions & large-scale business transformations
- Combined multi-disciplinary exposure in identifying & capitalizing on opportunities across **India**.
- Recipient of several recognitions for outstanding performance across business parameters for planned sales process
- Appreciative of different work patterns with expertise in the management of multi-cultural team at varied locations
- possessing good decision-making abilities, able to work in any situation with a passion to move in the corporate ladder
- Expertise in conducting statistical analysis to determine potential growth; designing sales performance goals and monitoring performance on a regular basis
- Excellence in designing successful sales techniques/ strategies/ tactics using customer and market feedback

Skill Set



Critical Strengths & Competencies

Sales & Business Development, Key Account Management, CRM



Market Positioning, Product Promotion, Brand Development



Revenue Generation, profit centre management



Competitive Analysis, Market Penetration, Pricing Strategy



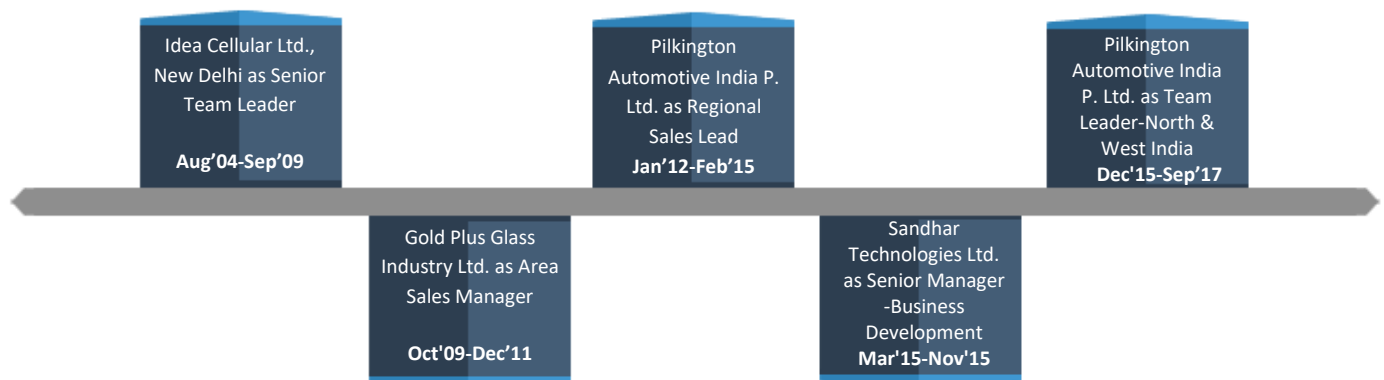
Distribution, Channel Management, Retail sales



Team Building & Leadership, Entrepreneurial skills



Career Timeline



Present Assignment: General Manager/Country Manager India-Xinyi Glass Holdings Limited Since'Oct17

Present Assignment:

Professional Experience

Since Oct'17 with Xinyi Glass Holdings Ltd., Delhi as General Manager/Country Manager-India |



Xinyi Glass-one of the world's leading integrated glass manufacturers, Xinyi Glass is committed to the manufacturing of high-quality float glass, automobile glass and energy-saving architectural glass, and has a sales network covering over 130 countries and regions around the world.

Key Result Areas:

- Responsible for revenue generation. Implement of billing targets at all India level. Set policies for Float glass sales in India.
- Responsible for interacting with foreign principals on commercial/ pricing matters.
- Responsible for overall India set-up, Team recruitment/management, create & maintain budgets.
- Responsible for increase the market share for Float Glass.
- Provide operational Leadership, identify business opportunities and spearhead strategic sales expansion and growth plans.
- Co- ordination of Marketing & sales activities, Branding, sales meets & Marketing of new launching products.

Previous Experience

Dec'15-Sep'17 with Pilkington Automotive India P. Ltd., NSG Group, Delhi as Team Leader |
North India & West India



Key Result Areas:

- Managing & implementing new business opportunities for automotive glass replacement's (AGR) across North & West India in coordination with Sales Team, Distributor & Dealer network
- Directing a team of 2 Regional Sales Leads
- Leading the expansion of distribution network and accomplishing steady increase in sales year after year for Pilkington Automotive aftermarket products across North India, West India & East India
- Steering efforts in streamlining processes to increase operations, documentation and dispatch efficiency
- Exploring potential business avenues & driving marketing & sales operations for achieving the business targets across North, West & East India subcontinent
- Devising efficient logistics system to ensure delivery of shipments as per committed timelines and cost
- Improving pricing capabilities and leading optimization of margins for distributors across Punjab, Himachal, J&K, Rajasthan, Haryana, Uttar Pradesh, Uttarakhand, Delhi, Assam, West Bengal, Orissa, Bihar and Jharkhand automotive aftermarket

Accomplishments:

- Developed & led strategy as a key lever to drive growth and profitability year-on-year
- Turned around a loss making business and stabilized the operations for long term sustainability
- Exhibiting leadership in increasing market share from less than 7% in 2012 to over 14% in 2017



Mar'15-Nov'15 with Sandhar Technologies Ltd., Gurgaon as Senior Manager -Business Development

Key Result Areas:

- Championed marketing and long-term strategic business planning for smart glass business of India and SAARC countries
- Monitored distribution networks to ensure ready availability of the services at all times
- Refocused brand strategies that optimized portfolio P&Ls to achieve all quarterly goals and stabilize business

Jan'12-Feb'15 with Pilkington Automotive India P. Ltd., Delhi as
Regional Sales Leader North India & East India



Oct'09-Dec'11 with Gold Plus Glass Industry Ltd., Jalandhar as
Marketing Executive- Punjab & Chandigarh (Float Glass & Auto Glass)



Aug'04-Sep'09 with Idea Cellular Ltd., New Delhi as Senior Team Leader



Growth Path:

Jul'08-Sep'09	Sr. Team Leader- 2 Team Leaders and 16 Sales Executives
Oct'07-Jun'08	Team Leader-8 Sales Executive
Apr'05-Sep'07	Senior Corporate Executive
Aug'04-Mar'05	Sales Executive-Corporate

Honours & Achievements

Xinyi Glass-High standard of performance award by the Global Head-Xinyi Group
Pilkington-Key Person recognition by the Director-NSG Pilkington.
Idea Cellular-Excellent Performer award by VP-Idea Cellular.

Soft Skills

Good in negotiation
Strive for perfection & market-based management
Keep personal relationships & will effectively utilize for mutual benefit in business
Create win-win situation, always think on others perspective
Not to Harm the Environment, avoid universal wastage

Strengths

Multitasking: worked at Gold Plus Plant Multi-Functional Areas like Shipping, ware house- and able to contribute innovative ideas for better cost effectiveness & improvising efficiency in shipping
Proved Ability to drive front and willing to shoulder responsibility, while on Inside sales & Shipping
Value creation in each & every stages of transaction
In-depth Knowledge of the market & Adaptive to various environments
Develop & implement new techniques over competitive advantage
As a leader working with the team and always willing to travel with teammates, and to explore New destinations for capturing business opportunity

Technical Skills

Skilled in Microsoft Word, Microsoft Excel, Microsoft Access, Microsoft PowerPoint and Microsoft Outlook Express

Education & Credentials



- MBA from SRM-IMT, Ghaziabad in 2004 with 61%
- BBA from C.C.S. University, Meerut in 2002 with 60%

Personal Details

Date of Birth: 25th November 1979

Languages Known: English & Hindi

Address: 36/2, Ashok Vihar Phase-III, Gurugram-122001, India.