

SHIVAM SINHA

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Job Objective:

Seeking a position in corporate where my skills can be utilized for business growth, Expansion, marketing, sales and negotiation, also where I can explore more into the depths of Sales and marketing, Handling clients and other soft skills.

Profile Snapshot:

- A dynamic and astute MBA Sales and marketing professional with an experience of 2.5 years specializing in Building material and consumer durable goods.
- Team leader from the beginning of my career.
- Client Management.
- Channel sales, direct sales, BTL Sales, Retail sales.
- Quick learner and Early adapt new environment.

Experiences:

Zachariae Infratech International Pvt. Ltd. (August 2019- Current)

WYNK INTERIORS

Designation-Business Development Manager

- **Roles and Responsibilities**
- Managing the team of 5 member.
- Collaborating with Interior designers and Architects.
- Identifying key clients, generating business from the existing customers, thereby achieving business targets.
- Planning of sales and promotional activities of territories and reviewing the performance of BD team.
- Identify new market/new product range and plan strategy to explore and promote them.
- Handling Client Negotiation, objections and Queries.
- Proposal or Quotation preparation
- Preparing Check list and Material procurement within the time frame
- As a Team Manager, Grooming team and their Interpersonal skills.
- Managing Skilled and semi skilled Manpower.
- Preparing the Sales target and working independently.
- Regularly mapping of new areas for new opportunities.
- Preparing Job description, KRA's and SOP for the Team.
- Conducting Meeting, training and taking minutes.
- Keep collaborating with building material companies for quality product.

❖ Berger Paints India Limited (May 2017-Jan 2019)

Berger Paints is a paint company based in India ranked 2nd in terms of market share. The company is headquartered at Kolkata and has 16 manufacturing units. They have Employee strength of 3000+ Wide distribution network of 25,000+ Dealers.

Grade: Business development officer

Detailed job role:

- Managing BD team of 7 members for business growth.
- Managing Retail operations (Consumer Durable) such as Emulsions, Textures, Water proofing solutions.
- Meeting clients for End to end sales.
- Handling queries from Architectures, Interiors, Applicators (Painters), including end consumers
- Entirely controlling the network of regional applicators and managing the data in order to improves overall sales growth.
- Formulating and implementing long term/short term strategic plans to achieve sales targets with good credit control.
- Event Organizing for Interior Designers and Architects.
- New Product launch and its application.
- Supervising the Berger Express Painting service.

Achievements:

- Included 250+ non-applicators to Berger Paints network.
- 30% increase in rate of conversion of business sites.
- Stood 1st in Region, in schemes such as Anti dust season, Interior Emulsionscheme.

Internships:

- Hitachi (May 2016- June16)
Product Consultant
Sales of Hitachi electronic products.
- OYO Rooms (Feb 2016- MAR 16)
Mapping of Bungalows & Villas for OYO rooms.
- TVS Sundaram Fasteners (June 2013 – July 2013)
As an intern, my job was to check and analyze automobile parts.

TECHNICAL SKILLS

Office Packages: Proficient in Excel, Word and PowerPoint.

Alma Mater:

- PGDM – Marketing and International Business Both Major (2015-17)
Jagan Institute of Management Studies, Rohini, Delhi
- B.E – Mechanical Engineering (2010-2014)
Surajmal College of Engineering & Management, Uttarakhand
Uttarakhand Technical University.

PERSONAGE ATTRIBUTES

- Smart worker ability to work under pressure.
- Proactive self-driven.
- Highly organized and detail oriented.
- Driven to learn and apply new ideas.
- Ability to troubleshoot.

Personal Profile:

Father's Name: Rakesh Sinha

Date of Birth: 17-Feb-1993

Nationality: Indian

Marital Status: Not Married.

Languages : English, Hindi.

Hold Valid Indian Passport.

Shivam Sinha