

Atul Singh

Sales Manager

Proactive Sales Manager with leadership abilities, strategic planning expertise, quick learning and problem solving acumen, assist senior manager with accomplishing demanding targets by encouraging team and coordinating resources, Methodical and well organized in optimizing coverage to meet demands.



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📍 Mumbai

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WORK EXPERIENCE

Sales Manager

Bajaj Finserv Direct Limited

10/2019 – Present

Mumbai

Achievements/Tasks

- Prepares action plans by individuals as well as by team for effective fulfillment of leads and prospects.
- Actively monitored key performance of sales team, identified challenges and created new solution applying problem solving technique.
- Responsible for portfolio performance of the location and sourcing done by team.
- Grow the business by identifying new sales and business development opportunities.
- Handling of team of 10 people and ensure that they should meet their target and earn respective incentive and perks.
- Business has grown to 123% in open market sourcing.

Assistant Sales Manager

Bajaj Finserv Limited

04/2018 – 09/2019

Mumbai

Achievements/Tasks

- Build and Retain a portfolio of retail and SME client to achieve the assigned targets numbers and service standards.
- Track and covert all business lead generated and passed on by other units, including customer service referals.
- Maintaining DRR & Grow self source open market business .
- Make effective plans to grow business.

EDUCATION

Master In Business Administration

Prestige Institute Of Management And Research, Indore

08/2016 – 05/2018

7.35

Courses

- Marketing Management
- Operation Management

Bachelor Of Engineering

Rajeev Gandhi Technical university, Bhopal

07/2010 – 06/2014

7.00

Courses

- Electronics & communication

SKILLS

Sales Management

Analytical

Ownership

Customer Relationship Management

Team Management

Quick Learner

Adaptability

Flexible

Sales Planning

Competitive Analysis

Distribution Managment

INTERNSHIP PROJECTS

Colgate Palmolive Ltd (02/2017 – 06/2017)

- Conduct effective weekly salesman meeting and maintaining daily sales target.
- Manage Distribution channel and improve the efficiency of distributor and salesman.
- Track daily salesman activity and sales of product and volume on their respective beat
- Help sales man to achieve their target by adding new outlets.
- To ensure that every scheme communication has been done to retailer and whole seller.

ITC (07/2017 – 09/2017)

- Merchandising and Promotion ITC products
- To ensure that every sales man align to their target.
- Arranging all the product of ITC in a specific planogram.

HONOR & AWARD

Hero Of The Moment (09/2019 – Present)

The reward and recognition award has been given for the increase 123% on open market self source in personal loan business.

LANGUAGES

Hindi



English



INTERESTS

Travelling

Archery

Kabaddi

Block-chain Technology