

Himanshu Singhani

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**In quest of senior level assignments in Channel Management/ Territory Management/
Relationship Management/ Team Management with a reputed organisation**

Career Synopsis

- Result-driven professional over **15 years** of experience in the areas of Territory Management, Sales & Marketing, Business Development, Client Relationship Management and Product Management, Logistics.
- Presently associated with **Havells India Limited. as a Deputy Manager**
- Rich skills in devising and implementing strategies for ensuring successful running & management of operations and expansion of business.
- Significant experience in sustaining customer relations, key account development, administration, market analysis, development of new products in line with market trends.
- Possess strong communication, interpersonal, team building, negotiation, presentation and analytical skills.
- Ability to think out of the box, and contribute ideas towards achieving operational excellence.

Chief Deliverables

Key Competencies

Strategy Planning/ Execution

Territory Operations

Business Development

Sales & Marketing

Key Account Management

Relationship Management

Revenue Administration

Product Management

Product Promotion

Channel Management

Team Management

- Overseeing business operations in assigned territory with profit accountability. Forecasting monthly/ annual sales targets & executing them in a given timeframe.
- Providing a growth-driven environment to the team Charting out new paths for ensuring long-term revenue growth and maintaining relationships with customers.
- Tapping new markets and coordinating with channel partners to penetrate these segments to expand business & generate income.
- Developing marketing budgets and ensuring optimum utilisation of funds in the execution of marketing activities.
- Driving sales strategies for attainment of periodical targets with a view to optimize revenue from primary as well as secondary sales.
- Implementing sales promotion and market development initiatives.
- Handling new product launches and ensuring sustained promotion to build revenues and expand sales.

Employment Scan

Havells India Limited (Consumer Durable)

Since Nov'2022

- **Position:** Deputy Manager
- **Base Location:** Jodhpur (Rajasthan)
- **Job Profile:** -
- Handling 3 Distributors
- Handling Direct dealers & Exclusive outlets (Havells Galaxy)
- Handling team of 8 Field Sales Executive
- Looking turn over of more than Rupees 3.5 Crore
- Handling Primary and secondary sales.
- Motivating and Generating Business from Sales Executive.
- Market visit and merchandising
- Handling Jodhpur, Jaisalmer, Barmer, Pali, Sirohi Districts

Lava International Ltd (Mobile Handsets)

June'18 to Nov 22

- **Position:** Distribution Manager
- **Area:** Jaipur District (Rajasthan)

Bharti Airtel Ltd (Telecom)

January'15 to May 18

- **Position:** Territory Manager (Sr. Level)
- **Area:** Shahpura, Bhilwara, Jaipur (Rajasthan)

Eva Bio Trade X Pvt. Ltd. (A Div of Cipla Ltd (FMCG & OTC Products))

Mar'10 to Dec' 14

- **Position:** Area Sales Manager (Sales, Operations, Administration)
- **Area:** Jaipur, Ajmer, Bhilwara (Rajasthan)

Idea Cellular Ltd (Telecom)

Sep'09 to Feb'10

- **Position:** Territory Sales Manager (Sales, Operations, Administration)
- **Area:** Dholpur (Rajasthan)

Parle Products Pvt. Ltd. (FMCG)

Sep'08 to Aug'09

- **Position:** Sales Officer (Sales, Operations)
- **Area:** Udaipur, Ajmer (Rajasthan)

Professional Qualification

“Master Of Business Administration (MBA- SALES & MKTG)” For Two Year Full Time Programme From ‘Apex Institute Of Management & Science, Jaipur’ With Approval Of AICTE, New Delhi And Affiliated To Rajasthan Technical University, Kota with 59% in 2008

“Master of Business Administration (MBA-Finance)” Two year Distance Learning Programme, from Sikkim Manipal University, Manipal Completed in 2011

Qualification

CLASS	UNIVERSITY/BOARD	YEAR	AGG. %
B.COM. WITH COMPUTER APPLICATION	UNIVERSITY OF RAJASTHAN, JAIPUR	2006	61%
SR. SECONDARY	BOARD OF SEC. EDU. RAJASTHAN, AJMER	2003	59%
SECONDARY	BOARD OF SEC. EDU. RAJASTHAN, AJMER	2001	57%

IT SKILLS:

Certificate Course of Computer Applications ('CCC') from Doeacc Society, Delhi.
Comfortable work with Tally 6.3
Convenient working with M.S Office And Internet Enabled Environment

SUMMER TRAINING:

Organization: HSBC Bank (Hong Kong & Shanghai Corporation Bank Ltd)
Duration: 45 Days
Department: Home and Mortgage loans
Profile: selling and marketing of loans etc

PROJECTS

15 Days Project Of HCL Info System Ltd, Jaipur From 9/01/07 to 25/01/07 As A Sales Promoter.
1-month project of UB Group with BAGPIPER brand at Jaipur as a sales promoter.
15 Days project in Anand Rathi Securities

PERSONAL DETAILS:

Date of Birth : 8th October 1985
Father's Name : Kamlesh Kumar
Mother's Name : Kalpana singhani
Marital Status : Married
Passport : L8050335 (Expiring on 20.3.2024)
Preferred Locations : Jaipur, Rajasthan, India