



SHASHI SHANKAR SINGH

Cell (+91) 9988351980 ~ E-Mail: sssingh1980@gmail.com/singh_shashishankar@yahoo.com

Seeking assignment in Sales/Marketing/Business Development with a growth oriented organization

PROFESSIONAL SNAPSHOT

- ↵ A keen learner holding MBA (Marketing – 2 yrs full time course) from the Department of Management Sciences (PUMBA), University of Pune with Team Management and Co-ordination.
- ↵ Ability to work accurately & pay attention to details.
- ↵ Working knowledge of Operating system & Software Packages.
- ↵ A self-motivated team player with excellent communication, analytical, relationship management & problem solving skills.

ACADEMIC CREDENTIALS

- ↵ MBA (Marketing – 2 yrs full time course) from Department of Management Sciences (PUMBA), University of Pune, Pune (Maharashtra). [Grade – 'B' CGPA: 3.51 out of 6] in 2004-2006.
- ↵ B.Sc. (Chemistry) from R.D.S. College, B.R.A.Bihar University, Muzaffarpur (Bihar) with 65% in 1997-2001.
- ↵ H.S.C. in Science from Poona College, Maharashtra Intermediate Council, Pune (Maharashtra) with 53% in 1996.
- ↵ S.S.C. from Marwari High School, Bihar Board, Muzaffarpur (Bihar) with 74% in 1994.

IT SKILLS

- ↵ Diploma in Computer Application Course from 1st C Computer Centre, with basics of end user computing knowledge, MS-Windows & Management Function & Tools with 72% in 1999.

CURRENT EMPLOYER : (From: Nov.'2014 till To-date) 7 yrs & 8 months

- ↵ Organization : **Exide Industries Ltd**
- ↵ Designation : Regional Sales Manager (State Head)
- ↵ Reporting To : General Manager
- ↵ Job Profile : Channel Sales/ Business Development/Territory Sales Force Handling
- ↵ CTC : 19.25 lacs per annum (Fixed – 67% & Variables – 33%)
- ↵ ECTC : 25 lacs per annum (Fixed – 67% & Variables – 33%)
- ↵ Region Handling : Chandigarh/Himachal Pradesh/Punjab/Haryana/J&K

PREVIOUS EMPLOYER: (March'2011 to June'2014) – 3 yrs & 4 months

- ↵ Organization : **MAN Trucks India Pvt. Ltd (Volkswagen Group)**
- ↵ Designation : Manager - Sales
- ↵ Reporting To : Regional Head
- ↵ Job Profile : Channel Sales/ Business Development/Territory Sales Force Handling
- ↵ Area Handled : Delhi NCR/Uttar Pradesh

PREVIOUS EMPLOYER 2: (June'2010 to Feb.'2011) – 9 months

- ↵ Organization : **Birla Tyres (Kesoram Industries Ltd)**
- ↵ Designation : Dy. Manager (DMTS)
- ↵ Reporting To : Business Manager
- ↵ Job Profile : Channel/ Institutional Sales
- ↵ Area Handled : North Bihar

PREVIOUS EMPLOYER 3: (Jan'2007 to April'2010) – 3 yrs & 4 months

↵ Organization : **MRF Ltd**
↵ Designation : Asst. Manager
↵ Reporting To : Branch Manager
↵ Job Profile : Channel/ Institutional Sales
↵ Area Handled : Delhi/NCR/Western Uttar Pradesh

PREVIOUS EMPLOYER 4: (June'01 to May'2004) – 3 yrs [Pre-MBA Exp. – Part Time (Off Role)]

↵ Organization : **Zenith Computers Ltd**
↵ Designation : Business Executive
↵ Reporting To : Branch Manager
↵ Job Profile : Channel/ Institutional Sales
↵ Area Handled : Pune (Maharashtra)

ACADEMIC PROJECTS

Title : To understand the Distribution Network through Retail Outlets of a FMCG Sector.
Organization : **Varun Beverages Ltd (PepsiCo), New Delhi**
Duration : 10 Weeks
Scope : The project was aimed to understand distribution network for Soft Drinks of **PesiCo** at Retail Outlets in Eastern region of Delhi. It was carried out by knowing the demand and supply of Customers as well as Retailers.

Title : Market Potential Analysis for Laptops of Toshiba Company in the Institutes of Pune
Organization : **Toshiba India Pvt. Ltd., Pune**
Duration : 10 Weeks
Scope : The project was aimed at developing a major market segment for the laptops of Toshiba Co. in the institutes of Pune. It was carried out by knowing the requirement of institutes, the key factors involved in the decision-making process and their perception about the product.

EXTRA CURRICULAR ACTIVITIES

↵ An active member of Alumni Cell of Department of Management Sciences, University of Pune (PUMBA).
↵ Active Participant in Drawing Competitions at school level in school days.

ACHIEVEMENTS

↵ Won prizes in various drawing-competitions organized by our drawing school at school level.
↵ Member of the prize winning team of Volley Ball match at school level.

LANGUAGES KNOWN (Read, Write, Speak)

↵ English
↵ Hindi

PERSONAL DETAILS

Date of Birth : 1st March, 1980
Marital Status : Married
Preferred Location : Anywhere
Notice Period : 90 days
Rupee Value Handling : 240 Crs per annum
Passport No. : N 9143023 (Validity: 27 April, 2026)
Current Address : H.No. - 409 FF, Choti Baradari I, Jalandhar, Punjab Pin -144022 INDIA
Permanent Address : Nathani Colony, Near Orient Club, Amgola Rd, Ramna, Muzaffarpur – 842002