

Shivam Singh.  
Badlapur Jaunpur.  
Jaunpur- 222125. (UP).  
Mob No, +91-8922054197.  
shivamsingh346@yahoo.com.

## CAREER OBJECTIVES

To work with such organizations where I can learn and enhance my knowledge, secure a challenging position in a reputable organization to expand my learnings, knowledge, and skills. & substantially contribute in the development and expansion of the organization.

## PROFESSIONAL EXPERIENCE

- **Organization** : **Duke Plasto Tech. Pvt. Ltd.**
- **Product Category** : **Pumps, Motors, Pipes and Cables.**
- **Duration** : **Apr 2016 to Present**
- **Location** : **Eastern UP & Bihar.**
- **Designation** : **Business Development Manager.**
- **Area Covered** : **Eastern UP and Bihar.**
- **Reward & Recognition** : **Best Kaizen/ idea generation Award two time.**

- Ensuring branch profitability & maintain timely collection of Branch outstanding payments.
- Responsible for delivery of volumes & sales figures an achieving stock monitoring and control targets in line and Identify under-performing branches and develop a business plan to address and manage issues.
- Data analysis and report management- Competitors data and Contribute to brand and category growth product wise and segment wise strategy planning.
- Analyzing market trends and accordingly develops sales plans to increase brand awareness and promote the product awareness to the ground level.
- C & f, Distributor appointment in targeted areas and developed to them highest level in all term sales and services.
- Area Wise and product wise growth analyzing and running the scheme and other promoting part for enchasing the business.
- Train and motivate team members as well as trade partners at regular intervals.
- Creating innovative business development plans for achieving predetermined revenue plans.
- Addressing partner related issues, sales conflicts and pricing issues in a timely manner to the NSM and HO team.
- Review and adjust organizational structure to ensure a strong team to take the organization to the next level Created innovative business development plans for achieving predetermined revenue plans.
- Reporting business trends and area performance to the National Sales Manager Developed & minted successful business relationships with all prospects.
- Mentoring the competitor data and regular scheme running by competitor in area wise and Price factor product wise.
- Created innovative business development plans for achieving predetermined revenue plans.
- Promoting company products through innovative marketing activities/ skills and perusal.
- Coordinated with service personnel for better solutions & achieved highest sales ever.
- Maintaining the quality service by establishing and enforcing organization standards.

- Enforce the company credit policy and ensure that customer trade within approved credit limits.

➤ <b>Organization</b>	:	<b>Shakti Pumps India ltd.</b>
➤ <b>Product Category</b>	:	<b>Pumps, Motors, Pipes and Cables</b>
➤ <b>Duration</b>	:	<b>Jul 2014 to Apr 2016.</b>
➤ <b>Location</b>	:	<b>Kanpur UP</b>
➤ <b>Designation</b>	:	<b>Business Development Manager.</b>
➤ <b>Area Covered</b>	:	<b>Central UP and Eastern UP.</b>
➤ <b>Reward &amp; Recognition</b>	:	<b>3 time best employee Award.</b>

- **Highest incentive taker in pan India 3 times within 2 years.**
- Developed new dealers in the districts and revived old/ existing dealers and monitored tracked all sales and promotional programs for sales team.
- Appointed new dealers and developed them highest revenue generating dealer in the district.
- Analyzed market trends and accordingly develop sales plans to increase brand awareness and promote the product awareness to the ground level.
- Created innovative business development plans for achieving predetermined revenue plans.
- Address partner related issues, sales conflicts and pricing issues in a timely manner to the NSM and HO team.
- Review and adjust organizational structure to ensure a strong team to take the organization to the next level Created innovative business development plans for achieving predetermined revenue plans.
- Reporting business trends and area performance to the National Sales Manager Developed & minted successful business relationships with all prospects.
- Promoted company products through innovative marketing activities/ skills and perusal.
- Coordinated with service personnel for better solutions & achieved highest sales ever.
- Maintaining the quality service by establishing and enforcing organization standards.
- Enforce the company credit policy and ensure that customer trade within approved credit limits.

➤ <b>Organization</b>	:	<b>Kevin Power Solutions Ltd.</b>
➤ <b>Product Category</b>	:	<b>Inverter Battery Solar &amp; UPS.</b>
➤ <b>Duration</b>	:	<b>October 2012 to Feb 2014</b>
➤ <b>Location</b>	:	<b>Sec 63 D-117 Noida (UP).</b>
➤ <b>Designation</b>	:	<b>Business Development Manager.</b>
➤ <b>Area Covered</b>	:	<b>Andra Pradesh, Karnatka. Haryana &amp; Delhi NCR.</b>

➤ **JOB Responsibilities**  
**Area Sales Manager.**

- Developing new dealers in the districts and revived old/ existing dealers and monitored tracked all sales and promotional programs for sales team.
- Developing distributors and dealers and increased their performance.
- Monitoring quality of service for members, and ensures that employees are maximizing opportunities to sale the products.
- Appointing new dealers and developed them highest revenue generating dealer in the district.
- Identify, recruit and on-board new channel partners within assigned territory.
- Managing sales pipeline forecast monthly sales and identify new business opportunities.
- Negotiated revenue goals with each independent representative and distributor territory.
- Identify new markets for business opportunities.

- Handling billings, transportation and collections.
- Created innovative business development plans for achieving predetermined revenue plans.
- Promoted company products through innovative marketing activities/ skills and perusal.
- Coordinated with service personnel for better solutions & achieved highest sales ever.
- Maintaining quality service by establishing and enforcing organization standards.
- Enforce the company credit policy and ensure that customer trade within approved credit limits.
- Maintaining database from the market information from multiple resources.
- Fully involved in monitoring, managing and taking decisions to set target on day to day basis.
- Reporting business trends and area performance to the National Sales Manager.
- Developing & maintaining successful business relationships with all prospects.

- **Previous Organization :** **HBL Power Systems Ltd.**
- **Duration :** **From Feb, 2012 to Sep, 2012.**
- **Location :** **Gurgaon, Harayana.**
- **Designation :** **Business Development Manager.**

- Managing sales pipeline forecast monthly sales and identify new business opportunities.
- Developing positive working relationship with our dealers and develop business.
- Coordinate with partners to create and execute business plans to meet sales goals.
- Analyzing market trends and accordingly develop sales plans to increase brand awareness.
- Address partner related issues, sales conflicts and pricing issues in a timely manner.
- Working closely with the marketing team to produce any sales collateral required for the target market.
- Establishes develops and maintains business relationships with current dealers and prospective dealers in the assigned territory and generate new business for the organizations products and services.
- Maintaining relationships with clients by providing support, information, and guidance, researching and recommending new opportunities with profit and service improvements.
- Dealing with customer enquiries face to face, over the phone or via email.
- Achieving all revenue targets & objectives in line with the Area Business Plan.

## EDUCATIONAL QUALIFICATIONS

- **PGPM**, United World School of Business, (2010 – 2012).
- **B.COM (Hons)**, V.B Singh Purvanchal University, Jaunpur (2009).
- **Class XII**, UP Board, Allahabad (2006).
- **High school** UP Board, Allahabad (2004).

## SUMMER INTERNSHIP IN (Edelweiss Broking Ltd.)

- **PROJECT TITLE:** “Analyzing Financial market and Financial Products”
- **PROJECT BRIEF:** To know the investors preferences in deferent sector of the investment. My objective of this project was to generate business for the company by way of selling Demat accounts and Mutual Fund and also cross sealing of the company products as well as also work with PMS team for the PMS handling and work commodities team leaders.
- **Best trainee employee and get the incentives in my team during my SIP.**

- Also my company “Edelweiss Broking Ltd” send to me for getting the one day training program in Delhi stock exchange

## PROFESSIONAL PROJECTS

### Star of 2015

- Analysis of the white goods company.
- Short listing of potential “star” performers in the different sectors.
- Analyzation of company’s sales and compare with other companies.
- Analyzation the competitors company marketing strategy and his scheme for the different levels.
- Work with his CRM team for the data management and customer feedback after sales and services.

## PROJECTS

### Company Analysis, Torrent Group

- Analyzed company structure and performance across its various businesses – pharmaceuticals, energy, power etc.

## ADDITIONAL SKILL.

- Sincere hard working.
- Punctuality.
- Ability to quick learning.
- Plan and organize tasks effectively.
- Strong negotiating skills.

## COMPUTER PROFICIENCY

**Operating System:** Proficient in Window 2007 & 2010 & 2013 SAP & ERP.

**Application Software:** MS Word, MS Excel, MS Power Point & surfing internet.

## PERSONAL DETAILS

**Name** : Shivam Singh.  
**Date of Birth** : 15 Aug 1988.  
**Gender** : Male.  
**Father’s Name** : Kalpnath Singh.  
**Marital status** : Married  
**Languages Known** : English & Hindi.  
**Religion** : Hindu.  
**Passport** : “YES”  
**Permanent Address** : Vill. & Post: Badlapur Dist: Jaunpur (U.P)  
Pin code: 222125

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I hereby declare that the information furnished above is true to best of my knowledge and Belief and any fact as related to my career has not been obliterated by me.

**Place:**

Signature

**Date:**

(Shivam Singh)

