

Manveer Singh

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Career Synopsis

Results driven professional with an enormous experience of over 9 + **Years in Distribution, in B2B , B2C sales and business Development** carrying out functionalities with abilities to prioritize and operate proactively. Exceptional in handling channel development operations establishing a genuine rapport with prospects and clients for increasing sales for the organization by creating product awareness through Retail Meet Program's. Team management capabilities by appointing \ monitoring \ training the associates for enhancing team performance to reach deadlines within time \ budget restraints ensuring implementation of organizational statutory compliance. Capabilities to generate innovative ideas and integrate them into desired results by analyzing market trends for penetrating into the market and increase market share by reaching the demands ensuring customer satisfaction \ retention. Interpersonal skills in interacting with senior officials, work force, customers, associates and resolving issues for a smooth work flow in the operational process with a consistent record of forging strong relationships.

Career Objective & Strengths

Wide spread knowledge and skilled with a verified ability in sales \ marketing operations for enhancing business with a marketing stratagem aspire to yearn my career as an marketing professional within **Industry** for optimal utilization of possessed skills \ experience offering my key strengths as :

- In-depth understanding, judgment and decision making capabilities acquainting with industrial innovative concepts.
- Dynamic in multiple team management / client interaction, understand existing environment & take up initiatives in providing solutions & guide the teams.
- Skilled in sales and marketing of products as per market inclination by developing Channel network in the assigned regions.
- Liaison skills in interacting with management, personnel, associates for executing working process in the scheduled manner by improving operations and increasing profitability.
- Customer driven management by providing on time service delivery and responding to their queries with an experience in successful management of diverse groups of people

Professional Experience

Area Manager 16 March ' 20 till now

AkzoNobel India Limited, South Punjab (10 Districts)

- Handling 2 Distributors among 10 Districts to deliver the distribution and achieve the company Targets as per Expectation.
- Handling the team of 5 DSR's and 4 CRO's among the region to ensure the sellout and sellin support in the Assigned territory.
- Developing a strong working relationship with Key Accounts within the designated territory.
- Establishes team and individual sales goals and provides effective coaching of sales representatives to consistently improve their performance.
- Willingness to work in a team environment and assist Team with their Assigned KRA's .
- Identify product gaps, develop solutions to minimize the impact, and work with Product Management to prioritize and eliminate gaps
- Work with Distribution Manager on customer and prospect management and territory management
- Create demand at the end user level. Analyze end user area sales monthly and propose market share development plans to management on a quarterly basis.
- Manages team by coaching, performing all evaluations and overseeing performance management plans of Field Sales Managers

Achievements :-

- Consistently achieving 130% Target even in Pandemic situations.
- Achieved 1st Ranking for Mid tier Products across the country ,
- Reviving all old Dealers Across the territory to attain Business opportunity at all premium dealers in the territory .

Cluster Manager

Bharti Airtel Limited , Bathinda and Ludhiana

19 Mar' 18 – To 13 Mar' 20

- Attain market leadership in the given territory, through growth in gross numbers and revenues
- Negotiate Contracts and close agreements to maximize win-win for successful Tie Ups with Airtel .
- Deliver sales target for all voice-postpaid/Data by executing the sales strategy at the Channel Partner's , Retail partner's and Own Retail Level .
- Service and retention for existing accounts in the cluster .
- Monitor quality of acquisition through Various channel.
- Competition Tracking & reporting - schemes & programs.
- Execute promotional activities for channel partners to drive sales and build market credibility's
- Ensure Channel Profitability.
- Ensure New Corporates Tie Up for Postpaid/Data Expansion of territory by appointing new channels.
- Maintaining PR with Key Accounts/Corporate customers to generate maximum potential Business within Assigned Territory.
- Heightened customer satisfaction with proactive service and quality resolution to decrease base decay
- Post-sales customer support to bring in repeat business and referrals
- Originating and developing new ideas and unconventional approaches to increase sales
- DSE/FOS training and development thus maximizing sales staff potential and encouraging input
- Promoting an ongoing spirit of friendly competition between Channel FSE and treating all fairly and equally
- Developing reachable but challenging goals & ensuring all sales people make their quotas

Territory Sales Manager*Aircel Limited, Ludhiana***June' 16 – Mar ' 18****Channel Sales Manager***Videocon(Quadrant Televentures Private Limited),
Bathinda***Sep' 15 – June' 16****Territory Sales Executive***Idea Cellular Limited ,Bathinda Upcountry***Sep' 13 – June' 15****Education****Persuing Masters in Business Analytics***Simplilearn***Post Graduation Diploma In Business Managment***Eiilm University Sikkim- 2014***Bachelors In Computers***Nims University Jaipur – 2013***Higher Secondary Education***PSEB -2010***Secondary Education***CBSE – 2005***Personal Detail****Date Of Birth- 10-May-1988****Marital Status- married****Languages Known- Punjabi/English/Hindi****Nationality- Indian****Personal Interests- Reading , Cooking , Watching Movies & Travelling****Manveer Singh**