

Vineet Singh

Employee

Sales Manager with experience developing relationships and partnerships, servicing accounts, and boosting profits. Strategic and analytical with motivational leadership style and expertise in building new network connections, promoting products, and expanding territories. Eager to contribute to team success through hard work, attention to detail and excellent organizational skills.

Work History

Address

Ghaziabad, Uttar Pradesh,
201012

Phone

728 990 1522

E-mail

Singh1986vineet@gmail.com

Skills

- ✓ Business Development & Planning.
- ✓ Vendor Management. Relationship Building.
- ✓ New Business Development.
- ✓ Sales Presentation.
- ✓ Marketing Research

2017-09-
Current

Sales Manager

MegTri Adhesives Pvt. Ltd. – Delhi

- Delivered engaging sales presentations to new clients, explaining technical information in simplified language to promote features and increase client base.
- Created effective strategies to target new markets after researching and analyzing competitor behavior.
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
- Identified, hired, and trained highly qualified staff by teaching best practices, procedures, and sales strategies.
- Increased sales volume by expanding product line to new retailers, Distributors & Marketing Partners.
- I develop my multitasking skills by handling Sales Management & Warehouse Management.
- Handled all customer relations issues pleasantly, enabling quick resolution and client satisfaction.
- Organized promotional events and interacted with community to increase sales volume & Find out new relevant data.
- Developed strategic relationships with key suppliers and clients to foster profitable business initiatives.

2013-11-
2017-07

Assistant Logistic Manager

Vertis Healthcare Pvt. Ltd. – Delhi

- Warehouse management.
- Maintain communication with warehouse staff to ensure proper working order.
- Trace & track purchase processes.
- Receive and dispatch goods and ensure both quality and quantity.
- Build good relationship with distributors and doctors to ensure delivery on time.
- Maintain good relationship with third party transport service providers.
- Review bills invoices and purchase orders.
- Ensure all payments and processed on time.
- Inventory Management.
- Coordinate deliveries for leakage and expired products.

Education

2010 – 2012 **MBA** : Marketing & Operations

IILM - Gurgaon

2005 – 2008 **Bachelor of Commerce** : Commerce

Deen Dayal Upadhyaya Gorakhpur University -Gorakhpur