

# CURRICULUM VITAE

## **Kaushal Raj Singh**

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## **CAREER OBJECTIVE:-**

Looking forward for a responsible and challenging position with growth oriented company where my talent and knowledge will significantly contribute to the company's future growth and profitability.

## **CAREER SUMMERY:-**

- Over 4 years of experience in sales and marketing of various companies like parle agro Pvt.Ltd. Phonepe Pvt. Ltd., & [www.udaan](http://www.udaan.com) .com Pvt. Ltd. B2B Market Plateform.
- Extensive experience in establishing dealer, distributor network and promoting the products in a highly competitive and dynamic market conditions.

## **WORKING EXPERIENCE:-**

### **1. B.D at Parle Agro Pvt Ltd**

#### **Job Responsibilities:-**

- Managing Primary & Secondary Sales Fig. in Faridabad and Palwal.
- Handling Distributers
- Good business relations at the account level in the market.
- Cracking new accounts and Towns Too.
- Involving in launching the new products in the market.
- Handling the Customer complain with care.
- Giving the right feedback of the market & competitor's activity to my seniors.

#### **Achievements:-**

- Achieved 100% target 10 out of 12 times.

### **2. FOS at Phonnepe. Pvt.Ltd**

#### **Job Responsibilities:-**

- Achieving targeted.
- Visiting Market to interact with retailer & Customer.
- Good business relations at the account level in the market.
- Cracking new accounts.

### 3. BDE (WWW.Udaan .Com) Hiveloop Technology Pvt Ltd

#### Job Responsibilities:-

- Achieving targeted Primary & Secondary Sales Fig.
- Handling Distributers.
- Good business relations at the account level in the market.
- Cracking new accounts.
- Giving the right feedback of the market & competitor's activity to my seniors.
- Executed my product at Surajkund Mela to Promote Brand and give more profitability.
- Deal with leading chains like Vendiman, M2 Vending, and WH Smith.
- Extend Business from Faridabad to Palwal and Started DHABA'S on Mathura Road for more coverage.
- Executed different activates in Schools like farewell parties, Cricket tournaments to grow my Business.

#### Achievements:-

- Achieved 100% target 9 out of 12 times.
- Started International schools like DPS, G. D. Goinka, DAV Public School & ETC.
- Started Business with leading outlet chain like Morden Bazar, Honey Money Top, More, Apna Bazar.
- Achieved **Sales Officer of the Month** award 3 times in a year.

#### Achievements:-

- Achieved 100% target 11 out of 12 times.
- Build good relationship with retailers in my respective market.
- Got 6 salary increments in 4 years due to my maximum achievement of secondary target and a good relationship with lots of leading retailers.
- Achieved highest **Incentives** during DIWALI special incentive plan.

### 4. WORKING EXPERIENCE :-

- 18 months experience in Parle Biscuit From Palwal
- 2 years experience as a FOS in PhonePe From Palwal&Faridabad.
- 1 year experience as BDE in Udaan.Com(B2B Platform)

### EDUCATIONAL QUALIFICATION:-

- B.C.A Passed from Dr.Bhim Rao Ambedkar University Agra
- 12<sup>th</sup> Passed from HBSE Bhiwani
- 10<sup>th</sup> Passed from HBSE Bhiwani

### COMPUTER PROFICIENCY: -

- Basic Knowledge of MS OFFICE.

- Sufficient Knowledge of Internet.

**PERSONAL PROFILE:-**

Father Name : Rajbir Singh  
Date of birth : 21 Aug 1996  
Marital Status : Unmarried  
Gender : Male  
Languages know : English, Hindi.  
Nationality : Indian  
Interest's : Reading books & listening music.

DATE: \_\_/\_\_/\_\_\_\_

PLACE: DELHI

(KAUSHAL RAJ SINGH)