



JAPNEET SINGH

A business management professional with self-motivation for success. Witty, inquisitive and diligent.

Japneet.singh26@gmail.com

+91-9918495681, 7488986264

[linkedin.com/in/japneet-singh-b4807357](https://www.linkedin.com/in/japneet-singh-b4807357)

KEY SKILLS

Business Development

Key Account Management

Sales Presentation

Sales Planning and Forecasting

Pricing/Contract Negotiation

Product Development

PROFESSIONAL HISTORY

Assistant Manager Sales & Marketing- Uflex Ltd – April'18 – Till date

- Industry interface – Printing & Packaging.
- Marketing, business development & key account management of Uflex's printing cylinders in North India.
- Responsible for driving monthly sales of 3 million INR.
- Sales planning & forecasting.
- Develop trusted business relationships with key decision makers.
- Troubleshoot technical issues in coordination with stakeholders.
- New product introduction by demonstrating cost saving and quality improvement benefit to key decision maker.
- Business Strategy definition on prospects identified to pursue. Management of the internal review process, identification of available proposals resource and development of commercial and technical proposals.
- Responsible for contract negotiations, signature and execution.
- Manage currency exposure on existing/potential contracts, and manage DSO in parallel with the revenue manager.
- Produce the necessary reports and recommendations for internal review and pricing prospects.
- Prepare daily and monthly sales report. Use CRM as an effective sales tool.

Showroom Manager |KTM Ring Road Lucknow| Jan'15- Dec'15

- Lead Generation and Sales of premium sports bike.
- New product launches strategy and BTL promotion implementation.
- Organize and manage KTM promotional events.
- Product demonstration and sales follow-up.
- Customer Service.

J.Sons |Authorized Sub-dealer of Hero Moto Corp| Jan'14- Dec'14

- Responsible for selling bikes thus achieving targets.
- Selling additional services along with the product.
- Consulting customer with best suited product for its need.

EDUCATION

- PGDM Sales & Marketing 2016-18, Xavier Institute of Social Service (Ranchi).
- BBA 2008-11, National PG College (Lucknow).
- Higher Secondary Education 2008, Lucknow Public School (Lucknow).
- Secondary School 2006, Avadh Collegiate (Lucknow).

ACADEMIC TRAINING / PROJECT UNDERTAKEN

Britannia industries, summer intern

Topic-GAP Analysis of Sale of cracker biscuit in Ranchi

Project Brief:

- Identifying the gap in the sales of cracker biscuits in different areas of Ranchi.
- Analysis of cracker biscuit sale in comparison with other competitors.

Key Learning's:

- Channel sales management in FMCG market.
 - Dealer management and promotion.
 - Basics of FMCG Industry.
 - Research tools to find out the gap analysis.
 - Secondary research for analyzing GAP
- ❖ **Volunteer-Campus ambassador XISS in Momentum Jharkhand Global Investment Summit** and responsible for promotion of the event through social media platforms with support of EY and State Government of Jharkhand.

POSITION AND RESPONSIBILITIES HELD

- Treasurer of Rotract Club of Social Responsibility.
- A part of Rotary Club on college level. Handling all the funds of this social club.
- Class Representative of marketing batch 2016-18 in XISS.
- Committee member of Embark club of XISS.
- Managed registration process for every event in the annual fest Panache for continuously 2 years

CERTIFICATION

- Fundamentals of digital marketing (google digital unlocked)
- Google Analytics for Beginner.
- Six sigma yellow belt.

KEY SKILLS AND COMPETENCIES

System skills:

- MS Office Work Suite.
- Good working knowledge of SAP.
- Generating business Meta Trends & Business Warehouse reports.

Linguistic proficiency - Fluent in English, Hindi and Punjabi

INTERESTS

- Playing Badminton, Swimming, watching automotive contents and Exploring New Place