GAUTAM KUMAR SINGH

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Vill-birpur, Buxar

Bihar-802134

9122467640

Objectives

To strive for excellence and emerge contributing to the best of my ability towards achieving organizational goal.

Education

* Graduation from VKSU Arrah in 2014
* Intermediate from BSEB Patna in 2011
* Matriculation from BIEC patna in 2009

Experience

**Hindustan Coca-Cola Beverages Pvt Ltd** (MAY 2014 to JAN 2018)

**Designation:** Market Developer

**Department**:Sales.

**Job Profile:**

* Business forecasts for use in making management decisions.
* Ensure Sales as per set targets secondary and primary.
* Distribution Expansion as per annual plan.
* Ensure supply, coverage, frequency, inventory level and managing the infrastructure.
* Ensuring adequate merchandising in terms of product visibility and display of POS.
* Sales Forecasting/ MIS generation.
* Timely RS claim submission.
* Ensuring RS infrastructure investment and working as per Company norms.

**Job description**

* **Company Name**: Reliance Smsl Limited.
* **D.O.J** : 02-02-2018 to till date.
* **Role** : Jio Point Manager (JPM).
* **Responsibility:**

1. Develop the market in the territory.
2. Assess potential market & identify target retailers.
3. Service all the attached outlets as per the beat plan.
4. Achieve monthly acquisition and revenue targets.
5. Monitor & evaluate channel operations & productivity.
6. Ensure that the store & every retailer has adequate quantity of stock.
7. Ensure Visibility of merchandising elements must be available in all

the outlets.

1. Manager Retail Operations & ensure the training to team members &

channel partners

Skills

* Distributor handling.
* Responsible for primary achievement.
* Retailing expansion & distribution.
* Strictly maintain business hygiene[width & depth]
* Religiously followed the stock norms

Personal History

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| --- | --- | --- |
| **Date of Birth** | : | **08-feb-1993** |
| **Father's Name** | : | **Jaymangal Singh** |
| **Languages known** | : | **English, Hindi.** |
| **Present Address** | : | 203A,birpur,Nachap,  Buxar,802134 |

**DECLARATION**

I hereby declare that the information furnished above is true to the best of my knowledge.

**Date:**

**Place:** ARA

**GAUTAM KUMAR SINGH**