**RESUME - DAMANDEEP SINGH**

**Objective:**

To establish my professional career with an organization that provides me a progressive working environment with a lot of opportunities to learn and enhance my managerial skills.

**Educational Qualifications:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Year** | **Degree** | **Institution** | **Subjects/ Specialization** | **%**  **CGPA** |
| 2009-11 | MBA | Amity Business School | Marketing & sales | 7.40 |
| 2003-07 | Graduation degree | JMIT, Radaur | Chemical Engineering | 64% |
| 2003 | H.S.C | D.A.V Public School, Ambala City | Non medical | 59% |
| 2001 | S.S.C | D.A.V Public School, Ambala City | Science | 72% |

**Work Experience:**

**Addistro Technologies Pvt. Ltd. (April 2018 to till date)**

**(Retail Sales Manager- reporting to Business head)**

Handled a team of 2 ASMs officers and did monthly business of 3 crore and 20 Sales team members.

Managed bulk sales of 20 lacs of Parle, Amul, Saffola, Pepsi.

Coordinated with tech team to build App and trained team on it.

Helped in market research, Retailer registration to 10,000 with team of 10 additional team members in record time of 1 year in Delhi/NCR.

Strategized dissolution of challenges for returns, logistics, key accounts for organization and call Centre.

**Just buy live Enterprises pvt. Ltd.: December 2015 to August 2017.**

(Brand & Area Sales Manager reporting to GM)

Developed relationship and started procuring order s for Bajaj Almond Oil in Mumbai, Dhampure, Taj detergent Powder with monthly business of Rs. 1 Lac

Brought in monetization from Taj Detergent powder, Amira Pure Foods, Himtaj Oil of Rs. 7 Lacs.

Handled team of 55 FMCG Sales team members in Delhi & 10 in Pune.

Solved Challenges & initiated streamlining of processes and helped retailers in returns, expiry, Udhaar, Logistics etc. Developed pipeline of clients like Hamdard, JK Paper, Trident Paper, Dhampure, Emami Limited and many more. Solved all pending issues of RTS, ILP, GRN and release of payments for Mangat Ram Pulses, Tantraxx, Lapcare, Me sleep, Trident Towels.

**Industrybuying.com: April 2015 to December 2015**

(Key Account Manager reporting to GM)

Started procuring order s form HUL Dapada, HUL Haridwar monthly of 13 lacs.

Handled existing clients like Pulling and lifting machine, Anchor Panasonic Kutch, Anchor Panasonic Haridwar, Anchor Panasonic Daman, Haridwar, Kutch, Bhushan steel, Matsui, Bayer etc with monthly business of Rs. 7 Lacs.

Developed pipeline of clients like DCM sriram, Gail India Limited, BHEL and many more.

**Sealed Air India Pvt. Ltd.: January 2014- March 2015**

**(Senior Territory Manager-Diversey Care)**

**Tasks Undertaken:**

* Managed New Product Roll out in Pizza hut in Delhi NCR which grew our monthly business by 5 Lacs/ month.
* Initiated business development for Diversey Products in R.K Hoteliers, Batra Hospitality, Trak Services Pvt. Ltd, Burger King, Prelibato with a monthly business of Rs. 1 Lac/ month.
* Developed relationships with KFC equity stores, ANTPL and did range selling in existing clientele with OCR to a tune to Rs. 2 Lacs/ month.
* Managed Channel partners and helped them in receivables, damage issues, RC copies and helping them in expediting material delivery from warehouse.

**Hindustan Unilever Limited: July 2011- December 2013**

**(Territory Sales Officer- Out of Home Division)**

**Tasks undertaken:**

* Developed business with target oriented approach in Institutions for Punjab Roadways, VMRK, Haryana hospitality department, Metro Tyres, Poddar Tyres, Kitty Bread, SEL, MIET, Bhargava Degree College, Trikuta group of college, NITS polytechnic with portfolio of HUL.
* Managed customer relationship with accounts like CITCO, JKTDC, Haryana hospitality deptt, Haryana Roadways, International Tractor Limited, SMVDSB and National key accounts.
* Developed new and handled existing Channel partners like Pandit ji Traders, Kayjeet Enterprises & Northern hill beverages.
* Developed Business partners for Kendriya Bhandar, DG S&D, CPC canteen.

**Kudos Chemie Limited, Derabassi-Punjab Sep2007- July 2008**

**Production Officer (Trainee)**

**Tasks performed:**

* Shift in charge: Project Leader of a team of 1 Supervisor, 2 Operators, and 2 Training Operators & 14 Helpers.
* Coordinated with Quality Analysts in daily sampling & test.
* Worked as an end user for ad hoc reports.
* Appreciated by senior general manager for my suggestions and implementation which reduced the waste powder production with introduction of new gaskets.

# Personal Details

**Date of Birth:** 30.01.1986

**Parent Name:** Harvinder Singh Uppal, Raminder Kaur Uppal

**Permanent Address:** 63, Nand Vihar Ambala City, Haryana.

**Present Correspondence Address:** Hno. 119, Pocket –A, First floor, Sector 28, Faridabad.

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**Contact Number: +**91 991 050 6820

**Date:**

**Place:**