**RAMANDEEP SINGH**

**#114, Mohinder Singh Colony, Mob. No.: 07837626072/07009475020**

**Vill. -Birring, Jalandhar Cantt, Email id:Ramandeepsingh54@gmail.com**

**Punjab- 144005 Ramandeepsingh6753@gmail.com**

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**Name:- Raman deep Singh**

Course: Masters in Business Administration

Specialization: 1. Marketing (Major)

2. Finance (Minor)

**OBJECTIVE**

I want to utilize my experience, knowledge and skills in the formulating marketing ideas that would serve the purpose of reaching the company targets and lead to my growth too.

**ACADEMIC QUALIFICATION**

**Year Course Name of Board/University %age**

2013 MBA Chandigarh Business School 75

2009 B.com (prof) Doaba College, Jalandhar 54

2006 XII C.B.S.E. 59

2004 X C.B.S.E. 58

**Core Professional Competencies**

* Results-driven manager and a Go- getter with demonstrated effectiveness in business development and managing revenues.
* Leading a team for achieving business goals through Institutional and channel Sales.
* Managing people, systems and resources.
* Skilled coalition-builder with multicultural experience.
* Experienced presenter and negotiator, delivered effective presentations to Corporates as well as channel partners.

**Area of Expertise**

* **New Market Development**
* Developing channel network
* Researching market segments
* Formulating business directions
* **Sales & Marketing**
* Ensuring quality servicing
* Developing relations
* Ensuring profitability
* Studying market response
* **Team Management**
* Conceptualizing strategic plans
* Forecasting targets & driving sales
* Motivating team members
* **Distribution Channel Management**
* Reaching out to unexplored markets
* Handle distributor issues, claims & ROI
* Creating and Maintaining Distribution Channel

**INTERNSHIP**

**Company Name:** Bonanza portfolio pvt. Limited **Duration: 05/2012–07/2012**

**Project:** “A comparative study of various insurance companies whose services are offered by different automotive dealers”

**Roles and responsibility**

• Survey in general insurance companies in auto mobile industries.

Sale of gold and life insurance

**Experience**

Worked as a Sale Executive in **Dairy Craft India Pvt Ltd**. (Punjab/Haryana) From April 2014 to Feb 2015.

**PROFILE SUMMERY:**

* Source, evaluate and appoint distributors.
* Handling 15 Distributors in Punjab and 5 In Haryana
* Manage Primary Sales.
* Drive Secondary Sales.

**Achievements**

* Achieved a growth of 35% in secondary sales in 2014.
* Appoint 5 new Distributors in Punjab and 2 in Haryana.
* In Nov 2014 20.2 tons Primary sale which is Highest.

**Customer Executive – RJ Corp (Varun Beverages Limited):** Sep 2015 to Nov 2018

(Jalandhar & Chandigarh)

**PROFILE SUMMERY:**

* Source, evaluate and appoint distributors.
* Handling a Sales team of 8 Pre sales representatives (PSR).
* Handle distributor issues, claims & ROI.
* Manage Primary Sales.
* Drive Secondary Sales.

**Achievements**

* Achieved a growth of 30% in secondary sales of Pepsi and Mountain Dew brands YTD in April and May 2017**.**
* Added 7 new HVOs as PepsiCo monopoly and 250 new outlets as mixed account in 2016/17.

**Area Sales Executive – (Adani Wilmar Limited):** Dec 2018 to June 2019 (Chandigarh)

**PROFILE SUMMERY:**

* Source, evaluate and appoint distributors.
* Handling a Sales team of 6 Pre sales representatives (PSR).
* Handle distributor issues, claims & ROI.
* Manage Primary Sales.
* Drive Secondary Sales.

**Sales Officer – (Unicharm India Pvt.Ltd):** July 2019 to Till Date (Mohali/Kharar/Ropar)

**PROFILE SUMMERY:**

* Source, evaluate and appoint distributors.
* Handling 3 Direct DB’s & 1 SS.
* Handling 25 RST Towns.
* Handling a Sales team of 8 SA & ISR’s.
* Handle distributor issues, claims & ROI.
* Manage Primary Sales.
* Drive Secondary Sales.

**CO-CURRICULAR ACTIVITIES**

Participated in financial budget quiz competition.

Participated in regional football competition.

Participated in trekking.

Worked as a coordinator in MARKETING CLUB.

**COMPUTER SKILLS**

• Proficient in use of MS Office.

• Working knowledge of windows 2000, XP, Vista and Internet.

**PERSONAL DETAILS**

**DOB:** 28-04-1988

**Father Name: Gurbhajan Singh**

**Hobbies:** Cricket, Trekking

**DECLARATION**

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

**Name: Raman deep Singh** **Date:**

**Mob. No.: 07837626072/07009475020 Place:**

**Email id:** [ramandeepsingh54@gmail.com](mailto:ramandeepsingh54@gmail.com)

**Address**

**C 604 GOLD HOMES**

**SECTOR 116, MOHALI**