

Ranjeet Singh
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Objective

Seeking assignments in IT Hardware Industry as Business Development/Channel Sales professional where my skills and potentials for career advancement will contribute to the efficiency & profitability of the organization, ensuring personal and professional growth simultaneously.

Summery

- Dynamic carrier of 11 years reflecting pioneering experience & year on year success.
- Functional expertise in handling the business development operation with key focus on bottom line profitability by ensuring optimal utilization of resources.
- Outstanding success in building & maintaining strong relationship with Channel Partners & devising business plan for maximum market share.
- Adept at new business & market development, product positioning, supply chain management, customer relationship management.

Work Experience

Canon India Private Limited, Delhi & Haryana as Regional Business Manager
Since Jan'14.

Highlights:

- Responsible for Channel Business in Delhi/NCR & Haryana.
- **Handling team of Three Channel Manager based out of Haryana & Delhi.**
- **Taking care of complete defense business for Copier/Solutions .**
- Channel expansion in the assigned territory.
- Analyzing marketing trend & tracking competitors' activities and providing Valuable inputs for product positioning & fine tuning sales & Marketing Strategies.
- Carry out Product and Sales Training program for the Dealer's Sales team to assure adequate Capability.
- BTL Activities in form of various Event/ Road Show and Govt. Seminar in Delhi & Rajasthan.
- Well versed in Target Setting for Dealers & ability to convince dealer Owners.
- Experience in managing Collections/DSO and dealer Credit Limit.

Canon India private Limited, Delhi Business Development Manager
Sept'08 – Dec'11

- Responsible for Channel Business in Delhi/NCR & RAJASTHAN.
- Channel expansion in the assigned territory.
- Analyzing marketing trend & tracking competitors' activities and providing Valuable inputs for product positioning & fine tuning sales & Marketing Strategies.
- Carry out Product and Sales Training program for the Dealer's Sales team to assure adequate Capability.
- BTL Activities in form of various Event/ Road Show and Govt. Seminar in Delhi & Rajasthan.
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Knowledge Purview



In depth knowledge of Office

Automation Product like MFP's, Printer, Scanners, Plotters (B to C, B to B)

AWARDS



Received STAR PERFORMER AWARD For achieving Highest Color Sales in territory



Accredited with Best Account Manager award in year 2007

Canon India Private Limited Sr. Account Manager
Aug'05 – Aug'08

- Managing the given Accounts in the assigned Territories.
- Relationship building with existing corporate clients.
- Forecasting, planning and executing the plan for sales, business for the month, quarter and annually also. .
- Coordination with the technical logistics and finance and the service department to ensure customer satisfaction.
- Few Accounts for example— Aircel, AC Nielsen ORG MARG, Nissin Break in, Hitachi India Ltd. New Holland Tractor, BVCPS, KRIBHCO, Paharpur Business centre, Swatch group, Ansal construction, Daikin group etc.

Canon India Private Limited Sales Executive
June'04 – July'05

- Providing Documentation Solutions for organizations.
- Plan, strategize and generate business through the DC team to achieve targets in the assigned territories.
- Identifying and securing business from corporate houses, and other major organizations of the assigned territory.
- Securing business from new customers and converting them into frequent users (client retention) of the product.

Growth Path:-

June' 04- July' 05 as Sales Executive - Delhi
Aug' 05-Dec. 07 as Account Manager- Noida
Jan' 08-Aug' 08 as Sr. Account Manager-Delhi
Sept' 08-Dec' 11 as business Development manager- Delhi Jan' 12 to
Dec. 13 - as Business Manager - Delhi & Rajasthan.
Jan' 14 onwards - as Regional Business Manager - Delhi & Haryana

E d u c a t i o n I n f o r m a t i o n

- Two years full-time Post Graduate Diploma in Business Management Program (2002 – 2004) from **Institute of Productivity & Management**, Ghaziabad, specialization in the area of **Marketing**. (Ranked 35th in India by the Outlook magazine for the year 2004)
- Graduation in Commerce from Vinoba Bhave University in the year of 1997-2000.
- +2 sciences from Bihar Intermediate Council, Subjects being Math, Physics & Chemistry. ▫ 10th from Bihar Education Board in 1994.

Technical Skills

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- Operating System – windows 98, 2000 professional & XP
 - Office Automation - M.S. Office

P e r s o n a l I n f o r m a t i o n

Father's Name: Mr. Birendra Singh (Retired Govt. Employee)
Permanent Address : 'Sector III/B, H.No. 200, Bokaro Steel City, Jharkhand
Date of Birth : 28th August 1979.
Sex : Male.
Marital Status : Married.
Languages : English, Hindi,