**MUKUL KUMAR SINGH**

(Email Id- [msmukul3@gmail.com](mailto:msmukul3@gmail.com))

**Profile**: Versatile sales officer with exemplary network management skills, possess highly successful and consistent track record across different geographies in one of the most respected organization.

Exposure the following competencies

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| --- | --- | --- | --- | --- | --- |
| Sales planning |  | Sales promotion |  | Market Analysis | Team management |

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| Retail Distribution |  | Channel Management |

**Educational Qualification**

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| *2009–2011 Acharya School of Management, Bangalore*   1. Post Graduate Diploma In Management(Marketing) CGPA 2.73/4.00   *2003–2006 Baba Bhim Rao Ambedkar University, Muzaffarpur*   1. Bachelor of Science (Physics Honors) (Aggregate Percentage 72.5%) |
| *2003 (Intermediate in Science) Anugrah Narayan Singh College, Motihari*   1. Bihar Intermediate Education Council, Patna 66.55% Aggregate |
| *2000 (Matriculation) Gopal Shah Vidyalaya, Motihari*   1. Bihar School Examination Board, Patna 62.85% Aggregate |

**InTERNSHIPS AND pROJECTS**

*January 2011-March 2011 Acharya School of Management, Bangalore Student*

1. Done Contemporary Concern Study(CCS) project in IMC strategy for OTC drugs

*2nd May – 3rd July, 2010 Motilal Oswal Securities Limited, Bangalore Summer Intern*

1. 2 month project in Marketing.

*December2009 ASM, Bangalore Student*

1. A project to understand Organizational Structure, Process and Design which was conducted in Millipore India Private Ltd., Bangalore
2. Worked in “CMC Limited” from October 2011 to September 2012 in Delhi as Customer Service Executive for passport seva project

**ASSIGNMENT WITH TATA CONSULTANCY SERVICES ON THE BEHALF OF CMC LTD:**

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| Project Name | **Passport Seva Project (E-Governance Project)** |
| Client Name | Ministry Of External Affairs(MEA) |
| Period | October 2011 to September 2012 |
| Description | The Ministry of External Affairs (MEA) is the Foreign Ministry of India. It is the Indian Government Agency responsible for the foreign relations of India. To Provide an Excellent Services related to Passport they have chosen TCS. |
| Role/Responsibilities | Management Trainee, Team member, Floor co-coordinator and Citizen Service Executive   * Interacting and Convincing to Citizens to Providing an Excellent Services related to Passport Seva * Operation rollout planning and deployment * Co-coordinating with Team member to build a long term relationship with Citizen * Managing Crowd as a Floor co-coordinator inside PSK * Processing the Application form by the help of TCS’s Application * Generate report on a daily basis of daily collection * Verifying all the Documents related to Passport * Handles the Processing Zone Area |

**ASSIGNMENT WITH MOTILAL OSWAL SECURITIES LIMITED:**

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| Project | Evaluation Of Different Investors for Retail Investors |
| Customer | Sub broker and Remeisser |
| Period | 2nd May 2010 to 3rd July 2010 |
| Description | All Sub-brokers are required to obtain a Certificate of Registration from SEBI for assisting the Investors in buying or selling in Securities. To Expand their business they have chosen MOSL. |
| Role/Responsibilities | * Interacting and Convincing to the Sub-broker * Organizing Seminar inside Regional office * Doing the Marketing research * Finding out the Problem and Proposing the Solutions |

1. Works at Castrol India Limited as a ‘Sales officer’ from October 2012 to till date

**Summary of Skills**:

* To manage Distribution Channel
* To communicate with sales team
* Handling Sale team
* To achieve the monthly and quarterly sales target
* Handling trade scheme
* Coaching and mentoring Customer
* Identifying and developing untapped market to expand market depth
* Accountability of Bike point and NFW accounts with respect to volume delivery
* Skills to get the job done through outside agency and making the brand more visible
* Designing various promotional activities and schemes to counter competition
* Designing new innovative ideas and implemented various promotional campaign in the assigned territories
* To manage the CSD segment for East and West champaran
* Accountability of managing the retail channel in different territories
* Convincing and educating to the end customer about our product and services
* Experienced in product management ,product launches and promotions
* Communicating with customer to ensure satisfactory result
* Analysis of product life cycle and market segment
* Good communication skills, interpersonal skills, self-motivated, quick learner, team player

EXTRA CURRICULAR ACTIVITIES

* Participated in **Naissance 2011, the national level Annual B- School fest of SDM-IMD Mysore** in Retail – the Hub contest
* Participated in NOESIS (management fest) conducted by AIMS in ‘Marketing’ related quiz, Bangalore (2009)
* Participated in Smart show contest and won third Prize in 2006 at a district level
* Participated in ‘Shop to workshop’ program ‘ in Castrol at regional office, Kolkata

**KEY COMPETENCY:**

* Leadership and initiator
* Decision making
* Problem solving
* Innovative

Present address- Sri Krishna nagar,

east of sapahi mandir,Motihari,

District – East champaran State- Bihar

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