**Ajay Vikram Singh**

**Add: K-901 Godrej Garden City Ahmedabad**

**Mobile: -8459614545, 9812413870,**

[**Ajayvikramsingh1980@gmail.com**](mailto:Ajayvikramsingh1980@gmail.com)

| **Senior Manager with 17+ Year of experience in Sales and Distribution.**  **Tenacious & Effective Sales Management Professional offering distinguished career in Lead Sales Strategies that Generate Revenue Despite Intense Competition.** |
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Organizational Experience: -

**(A) H.P. TELECOM (Apple Mobile India) July 2022**

**Sales Manager:-(GUJARAT): -**

**Leadership Role: -**

* The Very First role is to provide leadership over the sales department.
* Developing Weekly/Monthly/Annual and Seasonal Sales Targets for the Department, Examining Growth opportunities, enabling sales improvements, product mix development, and Taking Responsibility for the department’s performance against targets.
* Establishing and overseeing the adoption of departmental vision and values which forms part of work culture.
* Prepare Forecasts &KPI Reporting for the sales Leaders for use in organizational planning, financial Forecasting.
* Provide full Visibility into the Sales pipeline at every stage of development.
* Leading the Sales Department, Overseeing activities of the Team members and Monitoring Performance as a whole.
* Shape our Sales Organization and Scale Revenue to the Next Level.

**Responsibilities: -**

* Strategy, Analytics, Collaboration, Knowledge, Relationship, Opportunity.
* Own all plans and strategies for developing business and achieving the company’s sales goals.
* Assists in the development of the sales plan. Prepares forecasts and KPI reporting for the sales leaders, CRO, and upper management, for use in organizational planning, financial forecasting, budget setting and strategic planning.
* Evangelize the product and personally help close largest deals.

**(B)** S.S.K Pvt Ltd Samsung India Electronics Ltd, Pune. (2019-2022)

**Branch Manager: - Pune City & Rest of Maharashtra.**

**Leadership Role: -**

* Manage annual revenue of 60CR Per Month with a team 03 BM 4 ASM 10 TSM 30 TSE and 20 distributors across Pune and South Maharashtra/Konkan & Sindhudurg.
* Responsible for horizontal and vertical expansion – increase in WOD leading to organic growth and improving share in existing WOD.
* Involved in strategizing and executing channel extraction and enhancement towards increase share month on month across low share outlets.
* Distributor infrastructure expansion and appointment of new channel partners in untapped markets while ensuring channel hygiene.
* Work with logistics to plan product forecast accuracy to 90% and ensure on time and complete delivery
* Ensuring efficient Samsung Retail Executive program and dealer ROI along with support to Marketing team for in store display and store activation.

**(C) Senior Manager Reliance Jio (2018-2019)**

**JIO Centre Manager Pune City.**

* As head of Profit Centre responsible for delivering a dominant market share.
* Driving growth in Value, Volume & Average Selling Price.
* Heading Reliance JIO 4 G Smart Phones business; Ji-wifi & all accessory Sales; Jio Money Sales; Branded Retail Sales; Enterprise Sales & Mobility Business for Bibewadi JC as a Jio Centre Business Head.
* Heading Branded Retail –10 Stores across Bibewadi JC.
* Handling team size of -300 + On role Sales and 25 Support function Employees for.
* Revenue planning of 20 Corers from first month.

**(D)** **Manger Vodafone Mobile Services Ltd 2016-2018)**

**A.S.M Vidarbha.**

* Responsible for sales target for all products (voice-Pre-Paid / Post-paid, data, VAS, handsets etc).
* Responsible to manage both on roll 8 Employees and 70 Off-role employees.
* Responsible for availability of stock at retail while adhering to the norms.
* Responsible for executing promotional activities for channel partners to drive sales.
* Responsible for managing the sales through distribution, channel partners, super stockiest to attain the market leadership in the given territory.
* Responsible for achieving zonal revenue target for the distribution channel across all products.

**(E)Assistant Manager Idea Cellular Limited 2011-2015**

* **Managing retail coverage of 2360 outlets.**
* Leading and developing team including On Roll TSM, TSE and distributors, Appraisals, Review and Feedback mechanism.
* **Administering sales & business development with total strength 57 Distributors, with a Monthly Turnover of Rs 4 crore.**
* Revenue & ARPU Growth with effective Distribution and Resource deployment.
* Annual Goal setting for team, territories, and distributors.

**(F) Videocon Mobile Services Limited (HFCL Mohali) 2009-2011**

* Being a part of Launching of Videocon GSM communication Ltd in Amritsar
* Handled 2 **Main town Prepaid Distributors** in Amritsar 6 **Prepaid Distributors in upcountry**
* Ensure the desired product availability up to the last point of the market.
* Ensure that the distributor/retailers maintain adequate stocks of all company products and merchandise as per norms.

**­(G) Reliance Communication Limited 2005-2008**

* Responsible for increasing the pre-paid subscriber base in Varanasi and Bhadohi.
* Responsible for Handling Pre-paid distributors Varanasi and Bhadohi.

**Education Qualification**

* **MBA in Sales & Marketing from “IIMT Noida” (2003-2005).**
* **BHM from Bangalore University in (1999-2002).**
* **BBA from Newport University South Asia Chapter 1996-1999)**.

**Achievements**

* **Highest Value Growth and Qtr. on Qtr. -2019-2021.**
* **Recorded highest Volume & Value achievement growth in West Region during 2019-2020.**
* **Highest Market Share increased as per GFK report in 2019-20.**
* **Best Branch Manager Award for Consistent Performance in FY (2019-20, 2020-21) in Whole Maharashtra.**
* **Best A.S.M Award for Consistent Performance in FY (2015-16, 2016-17)**

**Personal Details**

**Date of Birth : May 11, 1980**

**Father’s Name : Mr. Ashok Kumar Singh**

**Marital Status : Married**

**Gender : Male**

**Others**

**Place** Ahmedabad

Date :-

**(Ajay Vikram Singh)**