



## AVINASH SINGH

Area Manager

✉ avhi039@gmail.com

☎ 8002744710

📍 Ahmedabad

### 🖱️ COMPUTER SKILLS

Microsoft-Office Microsoft-Power  
Point, Microsoft- Excel Microsoft  
Outlook Dealer Management System

### 👍 KEY SKILLS

Lead Generation , Channel Sales ,  
Retail Sales  
Sales , Sales Negotiations  
Customer Relationship Management  
Revenue Management , Dealer  
Management  
Partnerships , Team Work  
Negotiations , Customer Service



## SUMMARY

3.5 years experience sales PROFESSIONAL EXPERIENCE  
Professional skilled at sales, client relationship management,  
convincing customer and negotiations. Proficient at closing  
sales deals of Fire Extinguisher Ceasefire Industries Limited  
Leading Manufacturer and supplier of Fire Extinguisher  
Designated as Area Sales Manager. Skilled professional with  
hands-on experience in developing relationships & increasing  
profitability. Adept at forging partnerships to create strategic  
benefits. Looking forward to apply the acquired gamut of skills  
to a challenging role.



## EXPERIENCE

### Ceasefire Industry limited

Area Manager

May 2022 -

Designated as Area Sales Manager for Entire area.

Skilled professional with hands-on experience in developing  
relationships & increasing profitability.

Adept at forging partnerships to create strategic benefits.

Looking forward to apply the acquired gamut of skills to a  
challenging role.

#### KEY SKILLS

Major Responsibilities is to generate lead by cold calling and  
visiting different city and district to generate new customer  
Confirming sales deal and converting leads into Sales  
Meeting with Clients for quotation and infra setup process  
New order and payment collection also completing the deal  
with machinery setup and  
complete payment collection

#### Key Achievements

Activated two new district where market share was zero

Completed monthly and Quarter target with 130%

Covered new district and city for market share improvement

### Bgs Honda Twowheeler ( Honda Dealership )

Sales Associate

AUG 2020 - MAY 2022

Designated as the sales associates in Bhopal for taking care of  
two wheeler sales and customer service.

Working in a team of for sales loop closure and business  
development and enquiry  
generation.

Achieving daily sales target given by sales manager and daily  
report sharing to team

and superior .

Accomplishing & securing monthly target for institutional sales  
& key account addition

#### Key Achievements

Achieved the best performance in institutional sales by  
delivering 10 vehicle at a local food delivery chain in Bhopal.

Recognized as associate of the month for punctuality and  
ownership towards company and given responsibility.

### Krishna Maruti Limited

Operater Engineer Trainee

SEP 2019 - JUL 2020

### Sonali Enterprises (Oppo Mobiles)

Summer Internship

MAY 2017 - AUG 2017

Part of the 10 membered sales team; shadowed the  
manager Closed 30 tie-up's with

dealers to engage with oppo mobiles

**Rm Auto Link Pvt Ltd**

Summer Internship

*APR 2018 - SEP 2018*

Part of the service team for customer engagement and business e

Part of honda 2 wheeler sales team for hot enquiry closure and cu



## EDUCATION

### **Center for Bio-informatics**

Diploma in mechanical engineering

67

2019

Intermediate

78

2016



Date of Birth : 30-09-1998

Marital Status : Single

Nationality : Indian

Known Languages : English, Hindi

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