



Ajay Singh

Sales Manager

Experienced Sales Manager with over 25 years of proven success in sales and marketing across B2B and B2C sectors. Specializing in Pharma Generic, OTC and FMCG, adept at executing and managing sales and distribution strategies on a pan India scale. Recognized for driving substantial growth and exceeding targets through strategic planning and effective leadership.

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📞 7049006789

📅 29 July, 1971

WORK EXPERIENCE

Consultant (NSM)

Dhanwantri Pharmaceutical Pvt.Ltd.

2024 - Present

Senior Manager

Novita Healthcare Pvt.Ltd.

2022 - 2024

Zonal Sales Manager

Population Services International IPL

07/2016 - 08/2020

Regional Business Manager

Population Services International

01/2011 - 06/2016

Area Sales Manager

Population Services International

01/2012 - 05/2016

Area Sales Manager (Rajasthan)

Population Services International

04/2008

Area Sales Manager (Uttar Pradesh)

Population Services International

06/2003

Area Sales Manager (Chhattisgarh)

Population Services International

11/2000

ACHIEVEMENTS

Winner of PSI Awards

Sales Achiever of the Year

Sales Excellence Award

Market Penetration Award

Regional Sales Champion Award

Lifetime Achievement Award in Sales

SKILLS

Strategic Planning

Leadership

Sales Management

Distribution Management

Negotiation Skills

Adaptability

Problem-Solving

AREA OF EXPOSURE /EXPERTISE

Retail Management

- Handled and facilitate business under Pharma Generic/ FMCG / OTC marketing. under chemist or non-chemist category for urban & rural marketing of more than Rs. 50 Cr. Per Year
- • Strong knowledge or specialist of stock / products inventory management, Consumer marketing / retail marketing (Pharma Generic, FMCG & OTC), supply chain management, logistic knowledge and handled more than 25+ super stockiest and C&F's business partners at UP, BR, JHK, MP, CG, RAJ, Haryana, Maharashtra, Katakana, Punjab, HP, J&K, Gujarat and Chandigarhar.

Operations Management

- • Independent responsible for Territory operations including HR, Finance and sales and marketing, ADMIN for PAN India

Man Management

- • Handled more than 30 manager and 200+ ground level sales professionals for marketing / business outcomes, good in human handling / man management.

EDUCATION

MBA (Sales and Marketing)

Alagappa University

B.Com

Barkatullah University Bhopal

TRAINING

Finance and Accounts

Marketing and Leader Ship Training

Urban and Rural Marketing

Seven Habits

Human Resource Management