**NAGENDRA KUMAR SINGH**

**Vill- Barki Karpurwa, P.O- Sasaram, Distt- Rohtas, Bihar, PIN-821115.**

Mobile: 09771405027/ 9955996627

**E-mail:nagendksingh@rediffmail.com**

**Job Objective:**

Middle Management position in areas of Exchange, Sales, Service & Marketing in a dynamic and growth oriented company.

**Summary of Skills & Experiences:**

* 19 years of experience in areas of Sales & Marketing, Exchange, Service, CHANNEL DEVELOPMENT, DEMAND GENERATION.
* Expertise in monitoring Sales ,Channel development aspects of business
* Expertise in implementation of innovative ideas for improvement Business.
* Extensive experience in the area of devising strategic business plan and its implementation.
* Experience in product management, dealer development and new product launch.
* Expertise in man management skills.
* Team leader with good problem solving ability.

**Educational Qualifications:**

* **Diploma in Mechanical Engineering (Specialization in Automobile) in 75.6% marks from Government Polytechnic Gaya. (Bihar)**
* Schooling done from Bihar School Examination Board with 68% marks.
* B.Sc.(Physics hons) from Magadh University Bodh Gaya, Patna.
* **Present Employer:**
* **INTERNATIONAL TRACTOR LTD (Sonalika)**
* **Position-Senior Area Manager (Exchange Sale –East Zone)**
* **Monthly Salary- 122718/**
* **CTC-1729136/ (Fixed) + incentive**
* **Date of Joining-23/12/2019**
* **Previous Employer:**
  1. **ACE LTD (Tractor Division)**

**Position- Manager (Sales)**

**Monthly Salary- 109000/**

**CTC-1380000/ (Fixed) + incentive**

**Date of Joining-13/7/2019**

**Date of Leaving 18/12/2019**

**PREVIOUS EMPLOYERS:**

**2..INTERNATIONAL TRACTOR LTD (SONALIKA)**

**Position ; Senior Area Manager (Dealer development)**

**Job Responsibility: Looking after** Network expansion in State of Bihar

**Date of Joining: 4/4/2016**

**Date of Leaving - 27th May 2019**

# 3. Mahindra Gujarat Tractor LTD

Position ; AGM (Sales)

Date of Joining : 10th Oct 2014

Date of leaving; 1/4/2016

***4. Previous Employers ;Escorts Ltd***

***Position ; Area Business Manager(South Bihar)***

Date of Joining ; 23rd Dec 2013

Date of leaving :2nd Oct 2014

**5. Previous Employers:- Mahindra & Mahindra Ltd**.

# 

**Company Name : Mahindra & Mahindra Ltd.**

Position Title **: Senior Territory Manager** (Mahindra Vishwas)

Date Joined **:**  April 2003.

Date of leaving : 6 Dec 2013

**Responsibilities & Job Profile in current compony:**

* .Looking after Sales through Dealer Network , Enhancement of Fund, Manpower & its Training
* Currently Looking after Exchange Business of Bihar, Jharkhand, west Bengal Odisa , Assam & Chhatisgarh.
* Plan, guide, monitor, review and encourage dealers and his team.
* Organization of different type of activity to improve the sales
* Imparting training to Sales Executives on sales , exchange & product periodically.
* Problem solving, Removing hurdles, Escalation of unresolved issues - Dealer and Customer.
* Study competition, Customers, Environment, Distribution, Promotion and formulate strategy through field activities.
* Overall business growth with achieving continuous growth in market share.
* To assist Dealers in getting retail finance and working capitals from banks and other financial institutions.
* Augmentation & Development of Dealer Network.
* Draw up new territory coverage strategy based on Market Potential.
* Improvement in facility coverage and service backup for reaching higher benchmark in customer satisfaction.

**EXPERIENCES IN AFTER SALE SERVICE**

* + **2.5 Years work done with TELCO Authorized Dealer M/S CHANDRA BROTHERS, GAYA & j k & Rvindra Automobile, Aurangabad,Bihar as a Service Adviser.(Jan 1998 to July 2000)**
  + **2.5 Years worked with Mahindra Tractor Authorized Dealer M/S TRACTOR & MACHINERIES , Sasaram, Bihar as a Service Manager( July 2000 to April 2003)**

.

**Carrier Achievements:**

* **Awarded for Best Territory Manager at all India Basis in Annual Conference of F'08** by Mahindra & Mahindra Ltd
* **Awarded at annual conference at Goa for superior performance in sale in F10.**
* **5 times Awarded by RISE awards in 3 years in different pillars of Rise Awards ( in M & M Ltd).**
* **Awarded for Best Territory Manager at all India basis by Mahindra & Mahindra Ltd in F-13 .**
* **Selected for final round presentation of INNOVATION AWARD for “ Driver Malik Bano” Activity.**

**Professional Training**

* One Week product training at **Nagpur** Training Centre of M & M Ltd.
* In house training on Presentation skills, Decision making and Communication Skills.
* In house training on SAP uses.

Marital Status : Married

Date of Birth : 18th Oct' 1974

Permanent Address : S/O Sri Ram Pyare Singh

Vill:- Barki Karpurwa

P.O -Sasaram,

Distt- Rohtas

Bihar

PIN:82115

Phone: 9771405027/ 09955996627

**Date: ............................**

**Place: ............................ (Nagendra Kumar Singh)**