



# Shubham Singh

SALES EXECUTIVE

shubhsingh1001@gmail.com

7897778895

Experienced market executive with 2.5 years of an experience in beverage industry.excellent reputation for resolving problems,improving customer satisfaction,and driving overall operational improvements.i am looking for an opportunity in FMCG sector.

## WORK EXPERIENCE

- sales executive**  
hindustan cocacola beverage pvt ltd.  
02/2018 – Present *varanasi ,uttar pradesh*
  - Achievements/Tasks*
  - Built relationships with customers to establish long-term business growth.
  - Maintained up-to-date knowledge of competitor products and pricing in market served.
  - Monitored market trends to adjust strategies and achieve sales goals.
  - Organized promotional events and interacted with consumers to increase sales volume.
  - Increased sales by following daily pre journey plan.
  - Increased sales volume by expanding new outlets including warehouse clubs.
  - Target high volume costumers through seven steps call.
  - Devised sales strategies to increase points of distribution.

## SKILLS

- EXECUTIVE SALES STRATEGIES
- SALES PROMOTION
- SALES AND MARKETING
- B2B SALES PROCESS
- DISTRIBUTOR HANDLING
- MS-EXCEL
- MS-WORD
- DIGITAL MARKETING

## LANGUAGES

- English  
*Full Professional Proficiency*
- Hindi  
*Native or Bilingual Proficiency*

## INTERESTS

- cricket
- music
- exploring facts

## EDUCATION

- B.COM : COMMERCE**  
Mahatama gandhi kashi vidyapeeth -varanasi  
04/2013 – 04/2016 *graduated with 60%*
- 12th standard: commerce**  
Happy home english school-varanasi  
04/2012 – 04/2013 *CBSE BOARD with 72%*
- 10th standard**  
sant atulanand convent school  
04/2010 – 04/2011 *CBSE BOARD with 7.8 CGPA.*