

Sourabh Kumar Singh
Sales Support Associate(SSA)

JK Cement Ltd.

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Add :- Chatra,Jharkhand,825401.



Carrier objective

"Experienced sales professional with a successful 3-year track record in driving revenue growth and building strong client partnerships. Seeking an impactful sales role where I can leverage my proven skills in negotiation, relationship management, and exceeding sales quotas to contribute to a high-performing team and achieve exceptional business outcomes."

Work history

Year – from: September 2022 – To till now.

Sales Support Associate (SSA)

JK Cement Limited.

Marketing Area:

In Jharkhand - Chatra , Hazribagh , Koderma.

Product - Wall Putty , White Cement, Primer.

Key role and responsibilities

- Field research, identification of target market impactful product promotion presentations.
- Identifying and appointing new Stickiest for deeper market.
- Booked orders and ensured timely delivery of ordered products.
- Kept the management informed of sales progress through weekly reporting
- Scheme communication to target dealer, direct dealer and distributor.
- Monitor outstanding payments for direct dealer, distributor and ensuring recovery of outstanding and keeping overdue under control.
- Market analysis and competitor study for identifying new sub dealers direct dealer and distributor.
- Follow up on billing and fulfillment of order in the system.
- Promotion of value added product.
- Conduct PTW (Painter teaching workshop).
- Conduct SDA (Stickiest and dealer awareness program).
- Conduct CSM (Counter sales meeting).
- Conduct CSW meeting as per planning of the month ever.

Year – from: September 2020 – 2022.

Customer associate (CA)

Asian paints Ltd.

Marketing Area:

In Jharkhand - Chatra .

Product - Wall putty , primer, Paints(interior +exterior) , Adhesive , wood finishes products , enamel , rustic texture etc.

Key role and responsibilities

- Responsible for meeting with contractor and developers
- Engaging with contractor and dealers.

- Visit client location and provide a better solution as per the house or site condition.
- Provide interior design solution like wall design and paints wallpapers , wood finishes and water proofing.
- Maintaining relationship with customer ,contractor and dealer.
- Meeting and greeting customers and making them feel welcome
- Devising and implementing the organization's sales strategies.
- Finding new channels for selling and distribution of product.
- Building rapport with a customer.
- Demonstrating products to customers.
- Maintaining good business relationships with existing clients.
- Deal with customer feedback, enquiries, complaints and refunds.
- Liaising with head office to ensure relevant stock is delivered on time.
- Ensuring sales targets are met before the specified deadlines
- Participating in meetings with the organization's board of directors.

Year – from: October 2018 – 2020.

Recovery supervisor

Hero Fincrop (om sai collection agency)

Key role and responsibilities

- Contact Clint's and discuss their overdue payment.
- Update Account status records.
- Resolve customer credit issues.
- Process payments and refund.
- Take actions in order to encourage timely payments.
- Serves customers by selling product and meeting customer needs.
- Achieving the monthly sales target.

Education

Degree	Board/University	Year	Division
Matriculation	JAC(Ranchi)	2011	1st
Intermediate	JAC(Ranchi)	2013	1st
B.Sc (Maths)	VBU(HZB)	2016	2nd
M.Sc (Maths)	VBU(HZB)	2022	1st

Skills :-

- Communication
- Negotiation
- Active listening
- Empathy
- Product knowledge
- Time management
- Resilience
- Problem-solving
- Relationship building
- Persuasion
- Adaptability
- Networking
- Data analysis
- Technical proficiency
- Multilingual abilities
- Research
- Market awareness

Hobbies:-

- Public Speaking
- Networking Events
- Industry Reading
- Volunteering
- Learning a New Language
- Fitness or Yoga
- Entrepreneurship
- Investing
- Chess or Strategy Games
- Traveling

Personal details

Father's name	:	Suman kumar singh
D.O.B	:	01.03.1997
Gender	:	Male
Religion	:	Hindu
Nationality	:	Indian
Marital status	:	Unmarried

Declaration

"I hereby declare that the information furnished above is true and correct to the best of my Knowledge".

Place

Date :-

Signature

Sourabh kumar singh