

# HARSIMARDEEP SINGH

## SALES MANAGER

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### Professional Summary

Focused Sales Manager committed to motivating others and offering extensive knowledge penetrating new territories and promoting product lines. Highly effective mentor driven to assess individual and group performance to implement improvements and set goals. Determined individual with background in establishing and nurturing lucrative partnerships.

### Skills

- Ability to rapidly build relationship and trust
- Problem solving strength
- Performance improvement
- Passionate towards learning new technologies
- Interpersonal communication skills

### Work History

**Sales Manager**, 04/2023 to Current

**Meenakshi Trading Co.** – AMRITSAR, Punjab

- Managed B2B and B2C Sales operation for essential oil and mineral oil products
- Targeted pharmaceutical and cosmetic manufacturing units across region
- Solved customer challenges by offering relevant products and services
- Conducted market research to identify new business opportunity

**Sales Representative**, 06/2019 to 03/2023

**Meenakshi Trading Co.** – Amritsar

- Streamlined sales process, reducing time from lead to close.
- Attended trade show and industry events to generate leads
- Negotiated contracts and pricing with clients

**Sales Trainee**, 06/2018 to 07/2018

**Verka Milk Plant** – AMRITSAR, Punjab

- Helped sales professionals maintain customer relationships by making follow up calls to recent buyers
- Managed customer expectations and helped navigate sales processes

### Education

**MBA:** marketing management, 06/2017 to 05/2019

**Guru Nanak Dev University** - Amritsar, PB

**Bachelor Of Commerce:** 06/2014 to 05/2017

**Khalsa College** - Amritsar, PB