

CURRICULUM VITAE

MANISH KUMAR SINGH

1/14/4-D , Haushila Nagar,
Civil Lines, Faizabad 224001

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CAREER OBJECTIVE

To obtain a responsible and challenging position in the competitive environment of Marketing and Sales Department of leading FMCG company which allow me to utilize my knowledge, skill, experience and creativity.

Professional Profile

VRS FOODS LTD (PARAS) as a Area Sales Manager (12th Jan2022 To till date)

Handling Lucknow Market with the help of Team (sales Executive)

**B.L.Agro Industries LTD.(Brand Name Nourish) as a Sales Officer
(20thMarch2021 To 28th Dec2021)**

- Handling Lucknow Market with the help of Team (S.R)
- Managing 4 Distributor with the help of 5 Team member.
- Covered vacant area & Develop new product.
- Ensure to review and reconciliation of sales realization and outstanding.
- Plan, execute and promote the business and achieve the sales targets as per the business plan.
- Conduct promotional activities in different areas.
- Develop market intelligence and expansion of distribution network.
- Handling customer queries and attending customer complain.

G.D.F OODS MFG (I) PVT LTD (Brand Name TOPS) as a Sales Officer (10thFeb2015 To 10thMarch2021)

- Handling Central & North Delhi Market with the help of Team (JSO).
- Managing 4 Distributor with the help of 4 Team member.
- Monitor and review sale through channel marketing system.
- Ensure to review and reconciliation of sales realization and outstanding.
- Conduct promotional activities in different areas.
- Develop market intelligence and expansion of distribution network.
- Handling consumer queries and attending consumer complain.

Previous Employers

UNICHARM INDIA PVT LTD (Brand Name Mammy Poco Pant & Sofy) as a JSO (15th July 2012 To 25th Jan2015)

- Working as Sales Associates and handle west Delhi market (Uttam Nagar, Mohan Garden, Najafgarh, Vikaspuri, Janakpuri and Subash Nagar).
- Handling two distributor and four sales executive in assign territory.
- Handling key outlet of given territory and wholesale also.
- Co-ordinate between the company and the distributor for efficient distribution of products maintaing inventory & payments.
- And also doing promotional activities on regular basi

PROCTOR & GAMBLE(P&G) as a Sales Representative (20th June 2009 To 10th July2012)

- Working as sales executive in UP Faizabad HQ(Ayodhya, Darshan Nagar, Gosainganj, Sohawal, Rudaoli)
- Working in retail and wholesale market.
- Identified new market territories for product sale.
- Develop new market and covered new outlet.
- Maintain relationship with customers to achieve repeat business.
- Responsible for implementing the marketing strategies and developing new streams for revenue growth.

PROFESSIONAL QUALIFICATION

- Complete M.B.A(Master of business administration) from R.D.Enggniering Collage Meerut road Ghaziabad(U.P) in 2009.

Certificate of Merit

- Participating in cricket match of M.B.A 1st Year and achieving 2nd position.

Specialization:-

- Major – Marketing
- Minor – Finance

ACADEMIC QUALIFICATION

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| • M.Com. | Awadh University Faizabad | 2005 |
| • B.Com. | Allahabad University | 2003 |
| • Intermediate | U.P.Board Allahabad | 1999 |
| • High School | U.P.Board Allahabad | 1997 |

ACHIVEMENT

- Certificate of Gold star of the quarter given by G.D.FOODS (April-June,2015) & (Jan-March,2016) achieve quarter Target.

PERSONAL DETAILS

- Fathers name : Banke Bihari Singh
- Date of Birth : 1st Jan 1982
- Marital status : Married
- Sex : Male
- Nationality : Indian
- Languages known: English , Hindi

Date :

Place : Lucknow

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