

Santosh Kumar Singh

C/o Shri Brij Raj Singh

Road no-1 Shivpuri

Boring Road-in front of
DR.Ramaprasad

Near HRD Public School , Patna-
800001

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Job Objective

To work on challenging and accountable assignments in diverse application areas, by tracking and learning new technologies & skills

Summary of Experience

- ❖ **Fifteen years+ in sales & marketing, in Building & Construction Industry**
- ❖ **Experience in Channel, Project, OEM's & Institutional Sales, dealer / distributor management & development and credit control.**
- ❖ Interaction with key Decision Makers & Specifies.
- ❖ Team Handling & Manpower Management.
- ❖ Solution centric approach

Organizational Experience = 19 years

EDUCATIONAL QUALIFICATION

- ❖ **Academic**
 - B.A (Philosophy & Archeology Ancient History) Allahabad University ,Allahabad
 - Post Graduate Archeology Ancient History Allahabad University ,Allahabad

KEY RESPONSIBILITIES

- ❖ Business Development through approval of our product to different Govt. department & Pvt. Project.
- ❖ Managing relationships with buying decision influencers like Dealers, Architects, Contractors and Builders.

JOB DESCRIPTION AND ACCOMPLISHMENTS

Organization : SCHABLONA INDIA LTD (H.L SOMANY GROUP)- Leading Ceramics tiles & Decorative

Tiles manufacturer

Focus Area : Bihar, Jharkhand, Orissa & Nepal also some part of West Bengal for a short span.

Duration : Since Feb 2003 to 2014

Role : Regional Manager- Sales & Marketing

Joined as Territory Manager and got promotion after every 2 years and now discharging Responsibilities of Regional Manager

Organization : Varmora Granito Pvt Ltd.

Duration : 2015- 2017

Role : Asst. Regional Manager

Focus Area : Bihar Vertical II

Worked in: SUNHEART CERAMIK

- DATE OF JOINING: 29/8/2017- 2019
- ALLOTTED AREA : BIHAR (GVT), NEPAL (ALL VERTICAL)
- In the month of May 2018 the department has been changed from **BIHAR (GVT),NEPAL (ALL VERTICAL) TO BIHAR (AXI MARBLES) ,NEPAL (AXI MARBLE)**
- INCREASE IN NETWORKING OF DEALERS.

Worked in : RAJASTHAN DIGITAL TILES PVY. LTD. (ACE HARMONY)

- DATE OF JOINING : 26/12/2019 TO 2021
- ALLOTTED AREA: BIHAR, JHARKHAND, ORISSA, & NEPAL

Worked in BONZER 7 (ASIAN GRANITO INDIA LTD.)

DATE OF JOINING: 1st April 2021 to till date

- ALLOTTED AREA: BIHAR
- Work as Regional Sales Manager

KEY RESPONSIBILITIES

- ❖ Strategizing and planning to manage the growth of the West Bengal, Orissa , Bihar & Jharkhand Branch.
- ❖ Increasing the market share and attaining business targets through channel Partner.
- ❖ Managing relationships with buying decision influencers like Dealers, Architects, Contractors and Builders.

MAJOR ACHIEVEMENTS

- Got Best manager Awards – All India (14-15)
- 6 times got best Executive Award
- Planned and got approval of our product 12x12 Ceramics Mosaic
- Won award in East Zone for Highest Sales & Collection achievement for AGL during year 2021-22
- 100% Growth on Sales value in 2016-17 in Varmora Granito Pvt Ltd
- Opened 4 showrooms in Varmora Granito Pvt Ltd
- Won Major Project of Eco Park Patna for Schablona India Ltd Mosaic 12*12 Tiles-2.5 Lak Sqft in

PERSONAL DETAILS

Father name Shri Brij Raj Singh

Date of Birth 01 Feb 1974

Marital Status Married

Hobbies Traveling & Making friends

(Santosh Kumar Singh)
9771493294