** AMRIT SINGH MINHAS**

Mobile No: **+91-7087638201**

**Current Location: Mohali (PB)**

Email: Amrit05sin@gmail.com

**Professional Summary**

Sales Management with over 12+years of experience training and supervising sales staff while planning and implementing sales strategies over a multi-state territory. Seeking to bring my proven record in team leading and in launching successful marketing campaigns into a senior management position.

**Core Qualifications**

* Strong team sales experience , forms & Supplies sales
* Excellent ability to meet monthly sales goals , client negotiations
* Superior knowledge of market and customer dynamics, Referral networking
* Outstanding salesmanship and closing abilities
* High communication and interpersonal skills
* Sound basic computer abilities

**Skills**

* Coaching skills
* Ability to observe, evaluate, and give meaningful feedback
* Strong analytical skills
* Strategic planning abilities
* Strong communication skills
* Collaboration and motivation skills
* Delegation skills
* Ability to remain calm under pressure

**Employers:**

**Worked in Alea as a Sales and Marketing manager ( Oct -2020 to Till now)**

* **Worked in Ubber GRoup Pvt.Ltd (Derabassi) as a Sales Manager. (INDIA) (Jan 2018- April-2020)**
* **AL-JABRI GROUP as a Purchase ,Sales and Marketing Executive . Dammam. (K.S.A) (June 2016- August 2017)**

**The Company have business in trading for batteries , tyre and different part of trucks etc.**

**Main duties performed:**

* Looking after all sales activities of assigned region/territory/area.
* Achieving Monthly, Quarterly & Annual Sales targets.
* Meeting Existing Architects & Build relationship with New ones
* Creating a strong dealer and Channel partner network to drive sales from assigned region.
* Traveled to customer business locations to answer queries and resolve issues.
* Targeting top most dealer showrooms in their in every city in their assigned regions and generating business through them.
* Maintaining healthy relations with dealers and ensuring  products on display of their respective showrooms.
* Motivating dealers to work through Channel partner
* Providing samples, shade cards, Brochures, manpower, display furniture or any other tools to develop & promote sales in their region.
* Evaluating dealers on the basis of Sales numbers and if required replace non-performing/under-performing dealers.
* Studying product trends & Sales Strategy of competition and making strategy to counter them.
* Conducted sales calls with existing and new customers.
* Identified customer needs and preferences.Developed relationships with customer base.
* Conducted market research on competing firms.
* Conducted follow-up contacts with small commercial business customers.
* Maintained and updated daily activity logs.
* Traveled to customer business locations to answer queries and resolve issues.
* Finding new channels for selling and distribution of products
* Building rapport with a customer and subsequently closing the deal
* Demonstrating products to customers
* Maintaining good business relationships with existing clients
* Ensuring that business paperwork is stored in a secure location
* Protecting client’s personal data and information
* Liaising with head office to ensure relevant stock is delivered on time
* Responsible for the marketing and advertising on new and existing products
* **SAAD Group (K.S.A) As a Purchase incharge**.**(K.S.A) (June 2013- OCT 2015)**
* **CGC Group**  **as a Store - Officer .India (PB) (Feb 2008-Mar 2013)**

**Education Qualification**:

10th passed from P.S.E.B   
12th passed from P.S.E.B   
Graduation passed from PANJAB UNIVERISTY (CHD)

**Diploma from JAN SHIKSHAN SANSTHAN,Mohali (Refrigerator And A.C Mechanism)**

**PC Skills: Diploma in D-CAP from F-Tech (CHANDIGARH) MS** Office Suite (Word, Excel, Power Point, Outlook), Familiarity with **SAP/Oracle and ERP** etc.

**Certification:**

* Name : Amrit Singh Minhas
* Father’s Name : S.Harjinder Singh Minhas
* Date of Birth : 05th March 1987
* Sex : Male
* Marital Status : Married
* Nationality : Indian
* Religion : Sikh
* Driving License : **Saudi Arabia (KSA) / INDIA**

**PASSPORT DETAILS:**

* Passport Number**: S0400315** : Date of Issue: 14-03-2018
* Issue of Passport: CHANDIGARH : Date of Expiry: 13-03-2028

**Declaration**:

I do here by confirm that the information given in this form is true to do the best of my knowledge and belief.  
  
**Date**:

**(AMRIT SINGH MINHAS)**