**KULBIR SINGH NEGI**

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**Seeking assignments in Retail Development / Business Development / Key Account Manager / Customer Relationship Management with a high growth oriented organization**

**Brief Overview**

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* Strong experience in Retail and Corporate Sales. Independently handled Upper North 1 (PB, H.R & HP). Experienced in research works.
* Very strong knowledge and experience of developing rural sales networks.
* Hard working and sincerity towards company’s goals.
* 9yrs of Channel sales, Team Handling, training and retail industry experience.

#### Professional Experience

**EMPLOYMENT RECITAL**

**Gem Lab , Since Feb 19 to Jan 2020**

**Business Development**

**Accountabilities:**

* Ensuring highest and continuously improving levels of customer satisfaction.
* To create and maintain positive business relationships with Retail customers.
* Assessment of market conditions within the region/territory
* Identify Dealers and distributors.
* To create and maintain positive business relationships with Retail customers.
* Establishes productive, professional relationship with Retailers, key retailers/distributors.
* Ensuring highest and continuously improving levels of customer satisfaction.
* create and maintain positive business relationships with Retail customers.

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**Reliance Communication, Patiala: Since Jan 2015 to Feb 2018**

**Branded Retail & Franchisee Rollout**

**Accountabilities:**

* Ensure coverage and availability of products at retail counters (Frc/Coco/SIB/SIS).
* Responsible New Store Launch, Staff Recruitment and Manage collections credit limits.
* Assist team in day to day basis and help them by sharing total industry experience and market information's.
* Inculcate strong sales and follow up on consumables in lost customer
* Provide direction and motivation to team members.
* Handel Operations, Sales, Administration and service delivery.
* Responsible for managing store level vendor management, SCM & Retail Expansion.
* Achievement of sales and profitability targets of the stores.
* Ensure availability of minimum required stock / minimum inventory level in the stores

**Sony India PVT Ltd, Greater Punjab: Since 5 July 14 to 29 Jan 2015**

**Territory In-charge - Photo Channel**

**Accountabilities:**

* Develop and implement strategies to create new business revenue and territories for increasing sales.
* Develop new business with new channel on a Regional basis.
* Supervise overall sales and business development functions with key focus on team management
* Build new and better methods of promotional strategies for the whole territory.
* Monitor physical distribution entailing supervision of stock position.
* Identifying and appointing distribution partners for deeper market penetration and reach.
* Evaluating performance & monitoring their sales and marketing activities.
* Assisting the dealers in achieving the targets and providing them with technical training.
* Develop and sustain the existing network and effectively manage the supply chain.

**Jukasao Resort Pvt Ltd, Punjab & HR: Since 6 Oct 13 to 4 June 14**

**DSM – Holiday Consultant Team Manager**

**Accountabilities:**

* To identify potential customers, create and close new business opportunities.
* To build and maintain strong client relationships. To prepare sales proposals for prospective clients.
* Handlings objections/cancellations thus ensuring a high level of customer service.
* Regular liaison Sales/Pre-sales and member relations department.
* To keep abreast of new products and services and undertake training as and when required.
* Any other activities as defined by the management

**The Mobile Store LTD, Grater Punjab & HP: Since 5 Aug 11 to 5 Sep 13**

**AOM – Branded Retail & Franchisee Rollout**

**Accountabilities:**

* Handel Operations, Sales, Administration and service delivery.
* Responsible for managing store level vendor management, SCM & Retail Expansion.
* Achievement of sales and profitability targets of the stores.
* Ensure availability of minimum required stock / minimum inventory level in the stores
* Ensure coverage and availability of products at retail counters (Frc/Coco/SIB/SIS).
* Responsible New Store Launch, Staff Recruitment and Manage collections credit limits.
* Assist team in day to day basis and help them by sharing total industry experience and market information's.

**Nikon INDIA PVT LTD , Grater Punjab & HP : Since 1. April 10 to 31 July 11**

**ASM - Distribution Management**

**Accountabilities:**

* Responsible for channel business of consumables for state/territory. Manage collections / ISD and dealer credit limits.
* Responsible for creating and driving their sales pipeline.
* Well versed in target setting for dealers and ability to convince dealer owners.
* Channel expansion Management .Build competencies in the partners to handle the existing Potential as also new emerging opportunities in the market place.
* Responsible for channel business of consumables for state / Territory.
* Ensure coverage and availability of products at retail counters. Keep track on competition activities.
* Provide direction and motivation to team members and dealer sales force.
* Direct and coordinate marketing BTL Level activity (canopy activity, banner activity and branding etc)

**SCHOLASTICS**

* MBA from National Institute of Management
* B.A. from Kanpur University.
* One Year Computer Diploma

***IT Skills: Well versed with MS – Office and Internet Applications***

**PERSONAL PROFILE**

I have a great ability to adapt situations, circumstances and cultures. I have developed good managerial skills and a practical open mind. I have the ability to create a vision of the destination and mobilize the system and people around to

reaching it.

**PERSONAL DETAIL**

Date of Birth : 28th June, 1985

Address : #1037/2, Sector 30-B Chandigarh, U.T

**Reference**

Available on demand.

**(Kulbir Singh Negi )**