**Rahul kumar singh**

**Address : plot no 18,tez nagar colony,chuppepur**

**Cantt Varanasi (U.P.)**

**Email:** [**-rahul.2283234@gmail.com**](mailto:-rahul.2283234@gmail.com)

**+91- 7318496461**

**SYNOPSIS**

* **MBA (Marketing) with 11 years** Experience of Sales & Marketing in**, Consumer durable and Insurance.**
* Presently associated with **PROMINANCE WINDOW SYSTEM**
* Key strength in negotiation and strategy required to close deals, as well as develop and deliver presentation/demonstration.
* Expertise in exploring and developing new markets, organizing promotional programs, accelerating growth and achieving desired sales goals.
* Area of excellence include
* **Strategic Planning**
* **Key account management**
* **Channel management**
* **Team Super vision**
* **Business Development**
* **Product Promotions, Product Launch, Branding**
* **Customer relationship management**

**ORGANISATIONAL EXPERIENCE**

**PROMINANCE WINDOW SYSTEM**

**FROM JULY 2020 TO TILL DATE**

**Job Responsibilities:**

Manage sales activities of partners to generate revenue.

Coordinate with partners to create and execute business plans to meet sales goals.

Analyze market trends and accordingly develop sales plans to increase brand awareness.

Evaluate partner sales performance and recommend improvements.

Educate partners about product portfolio and complimentary services offered.

Address partner related issues, sales conflicts and pricing issues in a timely manner.

Manage sales pipeline, forecast monthly sales and identify new business opportunities.

Develop positive working relationship with partners to build business.

Stay current with latest developments in marketplace and competitor activities.

Communicate up-to-date information about new products and enhancements to partners.

Develop process improvements to optimize partner management activities.

Work with partners to develop sale proposals, quotations, and pricings.

Deliver customer presentations and attend sales meetings and partner conferences.

Assist in partner marketing activities such as tradeshows, campaigns and other promotional activities.

**TERRITORY: VARANASI** ,**ALLAHABAD, GORAKHPUR AND WHOLE EASTERN UP**

**COMMANDER VITRIFIED PVT LTD (CREANZA)**

**AREA SALES MANAGER (EASTERN UP)**

**APRIL2019- JUNE 2020**

**Job Responsibilities:**

Identify, recruit and on-board new channel partners within assigned territory.

Manage sales activities of partners to generate revenue.

Coordinate with partners to create and execute business plans to meet sales goals.

Analyze market trends and accordingly develop sales plans to increase brand awareness.

Evaluate partner sales performance and recommend improvements.

Educate partners about product portfolio and complimentary services offered.

Address partner related issues, sales conflicts and pricing issues in a timely manner.

Manage sales pipeline, forecast monthly sales and identify new business opportunities.

Develop positive working relationship with partners to build business.

Stay current with latest developments in marketplace and competitor activities.

Communicate up-to-date information about new products and enhancements to partners.

Develop process improvements to optimize partner management activities.

Work with partners to develop sale proposals, quotations, and pricings.

Deliver customer presentations and attend sales meetings and partner conferences.

Assist in partner marketing activities such as tradeshows, campaigns and other promotional activities.

**TERRITORY: VARANASI** ,**ALLAHABAD, GORAKHPUR AND WHOLE EASTERN UP**

**KANASI NEROLAC PAINT LIMITED**

**PROJECT MANAGER**

**MARCH 2018-TO MARCH 2019**

**Job Responsibilities:**

**(A) Project Sales**

**■Involve closely with Architects**, Builders, Interior Designers, Project Managers, Commercial

Head, Purchase Head, & Division Authority of Projects.

■Looking after sales and product approval from central and state Govt. Departments Like

Nirman Nigam, Awas Wikas, , Development Authority, CPWD, PWD, Indian Railways,

Indian Air Force and MES etc.

**TERRITORY: Varanasi** ,Mirzapur, Gopiganj,Ghazipur, Jaunpur,

Azamgarh, Renukut, Robertsganj

**H&R JOHNSON (INDIA)**

**Asst. Manager(channel Sales & Project Sales)**

April 2013 -To March 2018

**Job Responsibilities:**

**(A) Project Sales**

■**Involve closely with Architects**, Builders, Interior Designers, Project Managers, Commercial

Head, Purchase Head, & Division Authority of Projects.

■Looking after sales and product approval from central and state Govt. Departments Like

Nirman Nigam, Awas Wikas, , Development Authority, CPWD, PWD, Indian Railways,

Indian Air Force and MES etc.

**TERRITORY: Varanasi** ,Mirzapur, Gopiganj,Ghazipur, Jaunpur,

Azamgarh, Renukut, Robertsganj Pratapghar, Sultanpur

**(B) Channel sales**

■ Dealer Management & Network Expansion

■ Business Development

■ Handling a team of 3 persons & covering 12 District.

■ Taking care of primary and secondary sales

■ Territory mapping & market segmentation to identify new customer groups for increasing

Market share.

■ Event management, mason meet, sub dealer meet, Product launch and promotional

Activities.

■BTL /ATL Plan and execution towards the result.

**ICICI Prudential Life Insurance**

**Associate Health Assurance Manager (Pharmacy)**

**Aug 2009-To Feb 2013**

**Job Profile:-**

■Involved in Pharmacy Channel for selling Health Policies.

■ handling a Team of 8 to10 **H.A.E** and aprox 60 Chemists (under H.A.E).

■ Give them proper sales **training** for dealing in Health and Wealth related policies

■ Delivered monthly targets to my team members, and take a daily sales report from them.

■Resolving their business related queries and undertake joint field work with team members and demonstrate successful sales skills(sales call).

■Time to time get together with my team for business updates, like about upcoming plans, empanelment of chemists and their commission structure.

**Professional Qualification**

**▪ PGDBM - Marketing (2009)**:- Manipal University

**Educational Qualification**

* M.B.A. (2009) :- Manipal University
* B.A. (2007) :- DAVV University
* 12th (2002) :- NIOS. Board
* 10th (2000) :-NIOS. Board

**Strength**

■ Highly energetic with sound thought process.

■ Strong man management skills and high achievement orientation.

■ Familiar with **local markets**, strong network, leadership ability, disciplined, structured, process driven.

■ Traveling.

**Personal Profile**

Date of birth : 3rd Oct 1984

Father’s Name : Mr. TBSINGH

Marital Status : Married

Permanent Add : plot no 18 tez nagar colony chuppepur

cantt varanasi (U.P.)

Alternative Mo. No : 7318496461