***CURRICULAM VITAE***

***Sudhir Kumar Singh***

***C/o Shri Sharda Prasad Singh, 117/458 ‘Q’ block,***

***Indrapuri, Sharda nagar, Kanpur, UP - 208025***

**E-Mail: sudhirsingh.dabur@gmail.com**

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**** Objective**

***To work in tandem with a team in a challenging and competitive environment where I could improve my capabilities and put them to use for the development of the organization. Also, to create value and recognition on workplace byproducing the best result for the organization through synchronize and hard work.***

 **Personal Details**

**Date of Birth : 07th July 1972**

**Sex : Male**

**Father’s name : Late Shri Sharda Prasad Singh**

**Mother’s name : Smt. Vaideahi Singh**

**Languages Known :English & Hindi.**

**Marital status : Married**

**Permanent Address : 117/458 ‘Q’ Block, Indrapuri, Sharda nagar, Kanpur- 208025**

**Current Address : 117/458 Q Block Indrapuri Sharda nagar Kanpur - 208025**

**** Experience**

***I started my career with Godrej and workedthere for 3 years from 1999 to 2002 as a sales supervisor.***

***My second assignment was with Dabur India Ltd. I have been working there since 2002. I started as interim sales representative and then in 2012 I was promoted to sales incharge.***

***Dabur India Ltd.Is my current employer.***

**** Employment Scan**

**Key Result Areas (Dabur India Ltd.):**

* ***As Interim Sales representative***
  + ***Managed 36 nos. Sub Stockists and 2 nos. Super Stockists in Kanpur and Unnao region.***
  + ***Managed 18 nos. Sub Stockists and 1 no. Super Stockistsin Farrukhabad.***
  + ***1 ea. Direct stockist in Urai, Jalaun & Konch region.***
  + ***Managed & Lead a team of 4 nos. sales supervisors.***
  + ***Compiled Primary report (Company to Stockist billing) and Secondary Report (Stockist to Market Sales) and presented to Source office onmonthly basis.***
* ***As Sales Incharge***
  + ***Managed all Stockists of 5 different towns, namely***
    - ***Fatehpur***
    - ***Jahanabad***
    - ***Bahuwa***
    - ***Attara***
    - ***Karwi***
  + ***Managed Sales representatives from all 5 towns mentioned above.***
  + ***Compiled Primary report (Company to Stockist billing) and SecondaryReport (Stockist to Market Sales) and presented to Source office on monthly basis.***
  + ***Prepared Eco reports (No. of Outlets per sales representative), Line reports & Bill Cut Reports.***
  + ***Involved in Sales team of NPD launches such as:-***
    - ***Brahmi Amla***
    - ***Fame Bleach***
    - ***Real Juice***
    - ***Babool Toothpaste***
    - ***Odomos Etc.***
  + ***Successfully achieved all targets for all NPD launches.***

*** Trainings***

* ***Attended training sessions and seminars on communication skills and public relations conducted in Jaipur, Agra &Delhi in 2011, 2012 & 2014 respectively.***

*** Hobbies***

* ***Travelling***
* ***Playing cricket***
* ***Watching Movies***
* ***Reading***

**** Education**

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| --- | --- | --- | --- |
| ***Sr. No.*** | ***Class*** | ***Board*** | ***Year of completion*** |
| ***1*** | ***B.A.*** | ***Kanpur University*** | ***1999*** |
| ***2*** | ***Intermediate*** | ***U.P Board*** | ***1990*** |
| ***3*** | ***High School*** | ***U.P Board*** | ***1987*** |

 ***Declaration***

***I hereby declare that all the details provided above are true and best to my knowledge***

***(Sudhir Kumar Singh)***

***Date:16/06/2022***

**Place : Kanpur, Uttar Pradesh.**