**PAWANDEEP SINGH**

**Email:-** [**kapil3926@gmail.com**](mailto:kapil3926@gmail.com)

**Ph No:- 9419237697**

#### MIDDLE LEVEL MANAGEMENT PROFESSIONAL

##### Sales and Marketing ⯎ Business Development ⯎ Team Management

**PROFESSIONAL SYNOPSIS**

A dynamic professional carrer with 18 years of experience in the areas of Business Development, and Man Management. Worked Well versed at analyzing market trends to provide critical inputs for initiatives and formulation of business plan. Adept in managing business operations and expertise in determining company’s mission & strategic direction. Experience in business & market development, product positioning . Expertise in handling Vendor network and consistently raising sales and profitability for the company. An effective communicator with excellent interpersonal and relationship management skills.

AREA OF EXPERTISE

Vendor/Staff Management

Promotions/Launches

Competitor Analysis Market Penetration Team Management

**PROFICIENCY OVERVIEW**

Identifying and networking with financially strong and reliable Vendors, resulting in deeper market penetration and reach.

* Exploring & developing new markets for promoting the products; conducting competitor analysis by keeping abreast of market trends & competitor to achieve market share
* Management of Staff, expenses, sites, purchases and accounts.
* Planning individual as well as team goals to achieve pre set targets within time, quality & cost parameters.

**ORGANISATIONAL EXPERIENCE**

**Worked as sales manager in R . K International from Jan,2018 to Till date**

**Accountabilities:**

* Getting and managing orders from Dealers
* Appointing new dealers in far flung and unrepresented areas

**Notable Attainments**

* Successfully Appoint the new dealers in Jammu and Kashmir.

**Worked as a Area Sales Manager in Pooja Decorative plywood in Jammu Kashmir from August 2015 to Jan 2018**

**Accountabilities:**

* Getting and managing orders from Dealers
* Maintaining regular sales record.
* Appointing new dealers in far flung and unrepresented areas

**Notable Attainments**

* Successfully Appoint the new dealers in Jammu and Kashmir
* Got appreciation from the seniors.
* Increased Sales

**Worked as a Manager in Dee Ess Construction (Contractor for Indian oil) from August 2011 to Jan 2015**

**Accountabilities:**

* Handling of Purchases, Sites.
* Handling of Staff.

**Notable Attainments**

* Looking after Sites in Jammu and Kashmir, Punjab, Himachal Pradesh.
* Looking after the Staff expenses, Purchases of Raw Material.
* Handling Of Accounts.

**Worked as a F & B Supervisor & Residential Manager in Hotel Shagun Zirakpur from May 2008 to June 2011**

**Accountabilities:**

* Handling of Stores.
* Handling of F & B Staff.

**Notable Attainments**

* Sucessfully handled store purchases.
* Handled all F & B Staff & looking after the Hotel.

**Worked as a Acounts Assistant in Hotel Devi Grand Katra from 2006 to may 2008**

**Accountabilities:**

* Handling of accounts, Purchases of material.

**Notable Attainments**

* Successfully Handled accounts, Bank Transactions.

**Worked as a Service Engineer From June 2003 to May 2006 with in Chip-N-Data Computers in J & K**

**Accountabilities:**

* Assembling Of PC
* Handling All Type of Computer hardware ,software.

**Notable Attainments**

Successfully handles the clients of Jammu And Kashmir.

**ACADEMIA**

**MARINE ENGINEERING**

PATEL ENGINEERING WORKS, MUMBAI

**HOTEL MANAGEMENT**

IMPERIAL SCHOOL OF HOTEL AND TOURISM MANAGEMENT

**B.A.**

Deemed university in year 2006

**IT SKILLS**

* One Year Diploma In Computers. Well Versed in Busy.

**PERSONAL DOSSIER**

* Date of Birth 30th Jan 1978
* Address H. No. 39/1 lane no 2 Nanak Nagar Jammu
* Languages Known English, Hindi, Punjabi
* Martial status Married