

# RESUME

ABHAI KUMAR SINGH

CONTACT DETAIL—9308856657, 7250571505

MAIL ID—kumarabhaisingh@gmail.com

## OBJECTIVE

Aiming towards Career Enrichment and Growth in Channel Sales & Marketing involving Business Development with a Premier Organization.

## PROFESSIONAL ABRIDGEMENT

- \* A qualified professional with **16+ Year** of rich & extensive experience in Sales.
- \* Currently working with **Dabur India Ltd.** as **Territory Manager** and looking after business size of **22 Cr per Annum** with Area like **Patna, Bhagalpur, Munger, Banka, Gaya, Nalanda, Nawada, Aurangabad, Dehri, Bhabhua, Siwan, Chapra, Gopalganj, Arrah, Buxer, Sekhpura**
- \* Adept in Team management, Business Development, Channel Sales, Branding and Content Development.
- \* Manage key accounts for profitable business acquisition.
- \* Effectively manage a Sales Team.
- \* Excellent communication, analytical, team building and relationship management skills.

## ORGANISATIONAL HIGHLIGHTS

- \* As a **Sales Representative** in **Dabur India Ltd.** 1 March 2003 to 10<sup>th</sup> April 2005
- \* As a **Sales officer** in **Dabur India Ltd.** 11 April 2005 to 31<sup>st</sup> May 2006
- \* As a **Territory Manager** in **Dabur India Ltd** till From 1<sup>st</sup> June.

## AREA OF EXPERTISE

- \* Team Management.
- \* Implementing Push and Pull strategies in the market.
- \* Managing Channel relationship.
- \* Competitors' analysis and achieving business goal.
- \* Imparting training to sales team.
- \* Delegating briefing to team members and allocating targets.
- \* Ensuring customer satisfaction by effective service.
- \* Presentation for sales analysis.

## NOTABLE ACCOMPLISHMENTS

.With **DABUR INDIA LTD**:- Get promoted as a senior Sales officer with in a year.

With **DABUR INDIA LTD** :-Get promoted as a Territory manager With in Two years

- \* Winner of CEO club member in Dabur Chyawanprash in the Year 2011-12
- \* Get A Best TM award for ECO(Effective Coverege) in the year 2012-13

- \* Winner of CEO club member for Dabur Chyawanprash Suger Free in the Year 2014-15
- \* Work Experience in Entire Jharkhand almost 5 years
- \* Work Experience in Bihar in Half Part of North Bihar & Central Bihar District like, Begusarai, Khagaria, Saharsa, Madhepura, Katihar, Kishanganj, Araria, Purnia, Bhagalpur, Munger, Lakhisarai, Jamui (Both Rural and urban) and also looks Rural Area of Patna, Biharsariff, Nawada, Vaisali, Chapra, Siwan, Gopalganj, Gaya, Dehri, Muzaffarpur, Aurangabad, Arrah.

## EDUCATIONAL CREDENTIALS

PGDBM. (Marketing) from IMT Gaziabad in the Year 2008  
**Graduate** from Sambalpur University (Orissa) in the Year 2000

## PERSONAL CREDENTIALS

- \* Date of Birth: - **17 March, 1980**
- \* Marital Status: - **Married**
- \* Nationality:- **Indian**
- \* Language Known:- **Hindi & English**
- \* Hobbies:- **Cooking & Listening Music**

## IT SKILLS

- \* Operating System: - **Windows Xp**
- \* Packages:- **MS Office 07**

## PRESENT ADDRESS

C/O JAY RAM PRASAD SINGH  
 VACHASPATI NAGER,  
 NEAR KUMHRAR GUMTI  
 PATNA-800006

## CURRENT CTC----12.89