**CURRICULAM VITAE**



#### CHETAN RAJ SINGH

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Post Krishna nagar

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**CAREER OBJECTIVE**

* To make me a Competent Manager in an Organization that offers Personal growth and utilizes my skills & abilities while being resourceful, innovative and flexible.
* I am looking for a rewarding and challenging role where I can apply my skills that I have acquired.

**KEY SKILLS**

* Comprehensive problem-solving abilities.
* Excellent verbal and written communication skills.
* Adaptive person.
* Leadership quality.
* Quick Learner.

**PROFESSIONAL QUALIFICATION**

* Two-year **M.B.A.** PROGRAM from **IMS DEHRADUN** (With 70% marks).

**ACADEMIC QUALIFICATION**

* **Bachelor of Business Administration:**

2007-2010 from DR. BHIMRAO AMBEDKAR UNIVERSITY, AGRA with 64.34 %

* **Intermediate:**

Passed in 2005 from C.B.S.E. BOARD from S.J.B.S.V.M. MATHURA in science stream

with 63.25 %

* **Matriculation:**

Passed in 2002 from C.B.S.E. BOARD from S.J.B.S.V.M. MATHURA with 62%

**SPECIALIZATION**

* MARKETING (MAJOR), FINANCE(MINOR)

**WORKSHOP/ SEMINARS / GUEST LECTURES**

* Workshop on GD and Interview Skills.
* NATIONAL CONFERENCE ON “**KNOWLEDGEMANAGEMENT**”.

**INDUSTRIAL EXPOSURE**

* Industrial Visits
* Suzuki motors Gurgaon.
* Parle plant Nimrana Rajasthan.
* Bata plant Delhi.
* ACC Cement plant (H.P).
* Visit in Himalayan Bottling Plant Dehradun.

**ACHIVEMENTS**

* Successfully completed **FOUNDATION OF BANKING** certification course of **ICICI BANK.**
* **NCC “B”** certificate.
* **NIIT-SWIFT** certification.

**WORK EXPERIENCE**

**(April 2018-Till Date)**

* **Company**: **Grohe India PVT LTD.**
* **Duration** : 2 April 2018- Till Date
* **Job Profile**: Managing Distributor and Dealer network.
* **Designation**: **Business Development Manager**
* **Job Profile**: Sales
* Location: Delhi

**VALUE ADDED RESPONSIBILITIES HANDELED**

* Handling sanitary distribution business for Grohe & American Standard products for Delhi-NCR.
* Taking care of business volume of 20Cr.
* Target& Scheme planning for dealers.
* Maintain Gross Margins& ROI for distributors.
* Training & development of Channel partners & Team members.
* Marketing Operations, Competitor & Market analysis, new product roll-out & Market development activities.
* New Showroom development & Planning.
* Product positioning.
* Demand forecasting & Planning.
* Sales planning & target distribution for team.
* Managing the team of 3 on-roll members.
* New client/business acquisition & appointment.
* Maintain relationship with existing & new clients.
* Reports making &timely submission.

**(June 2014-March 2018)**

* **Company**: **HAFELE INDIA PVT LTD.**
* **Duration** : 30 June 2014- 24 March 2018
* **Job Profile**: Managing Distributor and Dealers network.
* **Designation**: **Territory Manager**
* **Job Profile**: Sales
* Location: Delhi

**VALUE ADDED RESPONSIBILITIES HANDELED**

* Manage distributor & Dealer network for Lighting Business for Hafele across the North India.
* Taking care of business volume of 18Cr.
* Target& Scheme planning.
* Marketing Operations, Competitor & Market analysis, New product roll-out & Market development activities.
* Sales planning.
* Creating a new environment for new client/business acquisition.
* Maintain relationship with existing & new clients.
* Maintaining MIS Report.

**(April2012 -June2014)**

* **Company**: **GREENPLY INDUSTRIES LTD.**
* **Duration** : 9 April 2012 – 14 June 2014
* **Job Profile**: Manage Distributor, dealer& sub-dealer network.
* **Designation**: **Senior Executive Sales**
* **Job Profile**: Sales
* Location: Chandigarh

**VALUE ADDED RESPONSIBILITIES HANDELED**

* Manage distributor, Dealer, Sub-Dealer network for Greenply Industries LTD.
* BTL activities.
* Architect, Builder & Carpenter working.
* Report making.

**IT SKILLS**

* MS Office -MS Word, MS Excel, MS PowerPoint
* Operating System-Window (98, XP, vista & windows 7,10)
* Conversant with Internet.

**PERSONAL INFORMATION**

Father’s Name : Mr. JAGAT PAL SINGH

Date of Birth : 10-01-1988

Languages Known : English and Hindi

**DATE :**

**PLACE : Delhi (CHETAN RAJ SINGH)**