**CURRICULUM VITAE**

**ABHIJEET SINGH**  Mob: 9623218700

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# *OBJECTIVE*

I am seeking a company where I can use my experience and education to help the company meet and use my sales & marketing skills in the best possible way for achieving the company’s sales goals.

## *WORK EXPERIENCE*

Currently associated with **Godavari Polymers Pvt Ltd, Pune** as **Business Executive**

**Job Description**

* Handle the Dealer distribution and Distribution network
* Identify new sales opportunities and ensure sales achievement
* Monitor the stocks availability at the market and Expanding the network.
* Meeting Dealers& tracking competitors activities
* Ensure timely delivery of goods to the customers by logistics department
* Ensure timely receipt of payments and maintain market outstanding

Worked as  **Sales Officer**  at **Shareen Auto Pvt Ltd, Nasik**(Shareen Group of Industries) from Jul-2010 to Feb-2015.

**Job Description**

* Sales of OEM products, Maintaining market updates & order finalization.
* Ensure payment and other receivables in time.
* Meeting Customers & Review delivery schedule
* Forecasting and planning monthly & quarterly sales target
* To generate opportunities and Update unit about the upcoming projects

***KEY SKILL***

* Handle the Channel sales , New Dealer developments and Brand building.
* Industrial Marketing and ability to work well in supply chain management system (SAP).
* Sales promotion and Teamwork skills ( part of a team in previous office experience)
* Good convincing skills and fast learning abilities
* Excellent communication skills&Long-term relationship-building skills

***PROJECT OVERVIEW***

***Title :*A Project report on “Customer Satisfaction Survey for Hand Tools” atWuerth India Pvt. Ltd., Nasik. From July-15 to Sept-2015**

* To study Sales Promotion, Price & Quality of product.
* To study customer satisfaction with respect to Wuerth IndiaPvt. Ltd.

***ACADEMIC QUALIFICATIONS***

* Master of Business Administration with Marketing Specialization from Dr. Moonje Institute of Management & Computer studies, Nasik ( Pune University) with First Class in 2016 with 65.67%
* Bachelor of Commerce from Bhonsala Military College, Nasik with Second Class in 2010 with 51.25%
* HSC (Commerce) from Bhonsala Military College, Nasik with Second Class in 2006 with 56.17%
* SSC from KVN School, Nasik with distinction in 2004 with 74.80%

***EXTRA CURRICULUM ACTIVITY***

* Participated in Financial Engineering and Markets (BSE Mumbai).
* Participated in National Seminar on “Smart Villages & Sustainable Development”
* Participated in Adventure & Military Training in Bhonsala Military college.
* Participated in College CSR activity as a Team leader.(ShramanubhavShibir at Kalampada Village)

***KNOWLEDGE OF COMPUTERS***

* knowledge of Microsoft & MS-Office package (Excel,Word,PowerPoint& Outlook)

***AREAS OF INTERESTS***

* Playing Cricket, Travelling & Listening to music

***PERSONAL DETAILS***

Name : Abhijeet Shambhusharan Singh

Address : ShrihariKrupa,Darshan colony,

Pune –Saswad Road, Fursungi, Pune-412308

Date of Birth : 10Feb 1990

Nationality : Indian

Language Known : English, Hindi & Marathi

Marital Status : Unmarried

Gender : Male

Place: Pune

Date: **Abhijeet S Singh**