

# DEEPENDRA VIKRAM SINGH

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## Address:

House No 15/247, MP Pura, Gummat, Tajganj, Agra (Uttar Pradesh). Pincode: 282001

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Looking out for an opportunity to work in an environment, where I can enhance and utilize my skills and prove myself as a valuable asset to the Organization with my honesty and dedication.

## EXECUTIVE SUMMARY

- **MBA** (Master in Business Administration) - **Marketing**, 2015 pass out having 6 years vast experience in Distribution & Dealer network at Uttar Pradesh region.
- Presently associated with **D.S Group, Agra** and previously worked with **Kangaro Industries Ltd & Colgate Palmolive India Limited, Agra**
- Good communication, interpersonal, and coordination skills
- Dedicated and Ability to generate interpersonal relations with customers for maximizing business opportunities and managing the profits.

## PROFESSIONAL EXPERIENCE

### 1) **D.S Group, Agra**

Designation: **Sales Officer**

Duration: **Dec 2020 to present**

- Prepare detailed Product Sales Plans and ensure adherence / implementation of plans to overall target achievement.
- Conduct requirement-based Sales plan and Co-ordination with the partners.
- Providing offers and Pricing in order to achieve the budget.
- Evaluate & monitor the advertising and Sales Promotion plans for achieving set targets.
- Monitor, review & take action to boost Product performance within time & cost parameters.
- Supervise, motivate & develop team members.
- Interact & coordinate with advertisement agencies, vendors and internal departments for achieving product targets.

### 2) **Kangaro Industries LTD. Agra**

Designation: **Territory Sales Incharge**

Duration: **Feb 2017 to Nov 2020**

#### **Territory Areas:**

Agra, Mathura, Hathras, Etawah, Auraiya, Firozabad, Shikohabad, Sirsaganj, Kasganj, Mainpuri, Jhansi, Lalitpur, Mauranipur etc.

## Job Responsibilities:

- Handling Distributor and working closely with Distributor > Dealer network
- Obtains orders and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Adjusts content of sales presentations by studying the type of sales outlet or trade factor.
- Preparing monthly sales/promotion scheme for Distributor> Dealers network to enhance sales
- Submit order by referring to price lists and product literature.
- Keeps managements informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Recommends changes in products, service, and policy by evaluating results and competitive developments.

- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to managements.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Provides historical records by maintaining records on area and customer sales.
- Contributes to team effort by accomplishing related results as needed.

### 3) Colgate Palmolive India Limited, Agra

Designation: **Sales Executive, Agra**

Duration: **Dec 2015- Feb-2017**

#### **Job Responsibilities:**

- Planning product ranges and preparing sales and stock plans in conjunction with buyers;
- Liaising with buyers, analysts, stores, suppliers and distributors;
- Working closely with visual-display staff and department heads to decide how goods should be displayed to maximise sales;
- Producing layout plans for stores, sometimes called 'statements';
- Controlling stock levels based on forecasts for the season;
- Using specialist mobile software, for example to handle sales statistics, produce sales projections
- Maintaining awareness of competitors' performance;
- Monitoring slow sellers and taking action to reduce prices or set promotions as necessary;
- Gathering information on customers' reactions to products;
- Accompanying buyers on visits to manufacturers to appreciate production processes;
- Meeting with suppliers and managing the distribution of stock, by negotiating cost prices, ordering stock, agreeing timescales and delivery dates and completing the necessary paperwork;
- Managing, training and supervising junior staff.

### **EDUCATIONAL DETAILS**

- M.B.A (Marketing)  
ACMT College, Allahabad Agriculture University in 2015
- B.sc (Science)  
SR Degree College, Dr. Bhim Rao Ambedkar University, in 2013
- Intermediate (12<sup>th</sup> )  
Gyan Bharti Intermediate School, Agra (Uttar Pradesh board) in 2010
- High school (10<sup>th</sup> )  
Gyan Bharti Intermediate School, Agra (Uttar Pradesh board) in 2008

### **PERSONAL DETAILS**

- **Father’s name:** Shri Devendra Singh
- **Date of birth:** 29-Sep-1993
- **Gender:** Male
- **Marital status:** Married
- **Languages known:** English, Hindi
- **Nationality:** Indian
- **Passport :** Yes
- **Permanent address:** 15/247 MP Pura, Gummat, Tajganj, Agra-282001 (UP)

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