CURRICULUM VITAE

**Himanshu Singh**

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**Career Profile:**

A highly talented with knowledge and professional attitude, having sound ability of connecting with customers in four languages .

Having In-depth knowledge of CCTV surveillance system

Seeking a challenging position as senior sales manager to enhance my skills and knowledge in a well reputed organization.

**Professional strengths:**

* Highly self-motivated, energetic and assertive
* Possess strong written and verbal communication skills
* Familiar with basic operating systems like Microsoft Outlook, Word, Excel, PowerPoint and the internet
* Possess excellent negotiation and organizational skills
* Ability to handle multiple tasks and make sound decisions
* In-depth knowledge of major automobile parts
* Ability to read, analyze and comprehend instructions and information
* Possess excellent management and supervisory skills
* Ability to perform tasks and responsibilities in a safe and accurate manner

**Professional Experience:**

#### Currently working in VIGILANT Dynamic Solutions (P) Ltd. has ascertained itselas one of the leading providers of analog and IP basedC:\Users\compaq\Desktop\Network Security Camera with Recording For Home, Shop, & Office_files\logo.png C:\Users\compaq\Desktop\Network Security Camera with Recording For Home, Shop, & Office_files\46CP-VNC-V40FR3-MD.jpgCCTV surveillance system, C:\Users\compaq\Desktop\VDS - Home_files\pb_100lf.jpg Ghaziabad location. on Designation of Senior Manager Sales. From Jun-2016 till continue.

**Role- Senior Manager Sales**

**Industry – Cctv surveillance system integrator**

**Job Profile-**

**Handling team of 7 team mates**

**Following cold calling identifying, contacting customers from retail, industrial, project Segment.**

**Conducting survey for Cctv surveillance system Preparing**

**Survey sheet designing SLD.**

**Quoting negotiating with customers**

**Cooperating with operation head**

**On site handover the system to customer after satisfaction collecting payments.**

**Forecasting sales and inventory on monthly basis**

**Trainings**

**Training session at aditya infotech noida**

**Prama hikvision's analog cctv surveillance system training held at Noida**

**Key skill**- **Security System Integrator** & **Direct Sales Marketing**

**Shaktiman engineering works Ghaziabad (Authorised distributors of various big players in automotive field.)**

Feb-2009 to Jun-2016.  
Automotive Parts Sales Manager

* Handled the tasks of analyzing sales, expenses and inventory monthly to achieve goals of profit
* Analyzed the operation of the department and provides technical assistance to the employees of my employer.
* Worked with reborers and mechanics to ensure a timely turnaround of parts required for internal jobs.
* Responsible for developing sales promotions for various automobile parts

Responsible for supervising stock order procedure

Worked At Ceasefire Industries- Electronic Security Division working as Designation on Senior Sales Manager Location at Ghaziabad Duration Jan-2008 to Feb-2009

**Educational Summary and Certifications:**

* Bachelor's degree in Commerce from Delhi University in 2004
* Post graduate diploma in Marketing & Sales management from Bhartiya Vidhya Bhawan , New Delhi in 2007

**Personal Details:**

* Date of Birth: 28/07/1984
* Employment Status: Full time
* Relationship status: Married
* Language Known: Hindi, English, Punjabi, Urdu.

**Himanshu Singh**