

Ajai Singh

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30 years of experience bundled into A natural leader who commands respect from the team and has the ability to make most difficult and mundane targets look simple to be achieved. Sales, Operations, Training

What I bring on the table : Discipline, Indian geography and demography knowledge and experience. Team building and development , Large scale multilocation operations expertise , Logistics and reverse logistics execution.

Experience: From Brick and Mortar to current technologies. Farm Machinery, Office automation, Life Insurance, Food Retail, Hospitality. Food Delivery .

P&L accountability : With an eye on vision and core beliefs, strategic and tactical analysis, with special strength in execution are my forte.

Work Experience

Zomato Media Pvt. Ltd.

Zonal Training Lead August 2018- To Date

- Part of L&D team looking After States of Maharashtra, Gujarat, Goa, Madhya Pradesh for Delivery Partner Training
- Managing and developing City Training Lead and Regional Training Lead
- On ground execution of New Hire Training and refresher Training
- Content development to automate large scale > 10000 a month hiring and training
- Course Development and delivery of Team Leader training
- New City Launch team selection and Development
- Large scale execution project based training (Acquisition of Uber Eats, Covid-19 Contactless delivery)

Oak Dew (Him and Kays Agro Pvt. Ltd.)

Consultant –Business Development May 2017- May 2018

- A Well known Natural Spring Water in Upper Himalayas of Uttarakhand with amazing quality

- Sales and Marketing strategy to offer this water in the premium segment in Metros , Airlines , Modern trade
- Development of Packing and packaging , Collaterals
- Vendor development for Inputs , Reduced the input cost of raw material , Labour and Inward transportation by negotiation on order size and payment terms
- Created a retail network in Upper Himalayas to augur the locational advantage over Pan India Brands . Doing BTL and ATL activities to increase Sales
- Developed a cost effective supply chain self / out sourced and increased the efficiency and profitability per litre in Distribution

V Resorts (Bliss Inns Pvt. Ltd.) www.vresorts.in

Vice President – Operations – January 2014 –April 2017

- A startup company funded by VC's of repute - the assignment includes setting up the operations, sales, training, procurement, maintenance and upgrade of existing properties
- Property selection and launching as per business requirements
- Delivering perfect Guest Delight
- Increasing the sales through presence in both online and offline space by optimum utilization of marketing budgets .
- Mentoring the employees for the career and personal growth .
- Developing a long term association with the vendors and Rural ecosystem around the properties as part of CSR .
- Ensuring the compliances for running the business

Reliance Industries Ltd. – Retail as Head –NSO Training from October 2006 – December 2013

Planning , Managing and Executing the training for all roles in a new Store/Branch Opening .

- Joined as State Training Head – Rajasthan in August 2006
- Promoted as Zone Head – North West Zone March 2010
- Handled East and West Zone as Zone Head – July 2010-October 2011
- Handled Fresh Food Academy Training – October 2011 – September 2012
- Recruiting , Developing and Mentoring a team of Trainers and Training Coordinators.
- Budgeting the Training investments for Effective Utilization of In-House and Outsourced Resources.
- Conducting sessions for New Leaders on Team Management , Business goals and Objectives , Operational Excellence.
- Working and delivering results on specific Business needs / projects to increase the profitability of the zone

Tata AIG Life Insurance Co. Ltd., Jaipur as Head- Distribution Training and Development- Rajasthan from June 2004 - August 2006

- Looking after over all training and development of Agency Training in Rajasthan
- Regular nurturing and development of the trainers and increase their productivity and effectiveness.
- Training on Various investment and saving instruments viz. Mutual Funds , Equity Market , Insurance , Debt , Bonds

Other Assignments

1. Allianz Bajaj Life Insurance Co. Ltd.- Jodhpur as Branch Manager from June 2003 to April 2004
2. Enkay Telecommunications (I) Ltd. March 2002 - May 2003 as Business Head, Pune
3. Accord Communications Ltd 1999 to Feb 2002 as a Business Manager, Mumbai
1997 to 1999 as Sr. Manager Sales, Lucknow
1995 to 1997 as Sales Engineer, Lucknow
1993 to 1995 as Service Engineer, New Delhi
4. Escorts Ltd.,
1992-1993 as Area Sales Executive Lucknow
1989-1992 as Area Service Engineer, Bhopal

Extra-Curricular Activities

- Elected member of Engineering society and University Student Union.
- Won 1st award and accolades in state level dramatics festival 1985.
- Very active athlete and sportsman winning at various levels of competitions in Swimming, Sprints, Football and Boxing.
- Travelled all over India on Motorbike covering all state capitals in 54 days.
- Music is my soul, and I am a happy soul – I do spread happiness.
- Cooking various fare, innovatively, for office parties, gives me a kick.

Education

- B. Tech from G.B.PantUniversity of Agriculture and Technology
- B. Sc. (Medical) from University of Lucknow

Personal Details

Date of Birth : 08th.November.1963
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Nationality : Indian
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Impeccable References.On request.

