

NAME: -DHEERENDRA SINGH

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An enthusiastic professional seeking challenging assignments in Sales management professional within 7 years experience. Proven track record of implementing successful sales programs to deliver revenue , profit & sales goals. Independent worker with high energy , great communication & relationship skills .

Profile Snapshot

- Presently associated with G.D Sales Corporation Indore , as Sales Manager
 - Cross functional experience in conducting short & long term sales strategies, evaluate current sales programs, set sales objectives.
 - Expertise in business development & sales coordination ,
 - Expertise in credit control l& account receivable
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Work Experience

G.D Sales corporation

- Currently working as Sales Manager from Sept 2016 to till date
- Responsible for JK tyre & Bosch division business development & sales coordination
- Develop effective quarterly business plan to grow market share & responsible for target setting of the sales team & retailer in region
- Develop & implement new sales initiatives, strategies & programs to capture key demographics
- Manage, develop , control & motivate the sales team to develop their skill.
- Responsible for creating market plan & programs
- Provide on the ground support for sales associates as they generate leads & close new deals from rural and urban arias
- Meet with rural and urban arias customer to discuss their evolving needs & to assess the quality of our company's relationship with them.
- Determined price schedule & promotional offering
- Assess the strengths & weakness of the sales team & manage the sales program accordingly
- Orgniging quarterly or half yearly dealers meet.
- Preparing daily sales reports & discussing it with our area manager
- Presenting reports to the management for facilitating decision making process

Pharma Traders Pvt.Ltd. As CommercialExecutivefromJuly'2011 to Aug'2016.

- Responsible for Mahindra & Castrol division business development & sales coordination
- Responsible for creating market plan & programs
- Meet with customers and convert to our product.
- Dealing with enquiries and identifying customer needs
- Booking sales orders and taking follow-ups of outstanding
- Preparing purchase order according to market demand & current inventory
- Preparing daily reports & discussing it with CMD
- Handling payments by cash, credit, reconciliation ,processing invoices & negotiating prices with sellers
- Preparing & verifying debtor's aging report , half yearly Balance Confirmation from Customers/Debtors
- Issuing Credit Note & debit note for on monthly basis

- Monitoring & recording company expenses
- Managing distributor & company software together .
- Planning ,organising , executing meeting & conferences .

Educational Qualification

- M.Com in Marketing from DAVV university Indore in 2013
- Graduation in B.Com (Foreign Trade) from DAVV university Indore in 2010
- HSC in Biology from M.P. Board 2006.

Technical Skills

- ERP 9 &Tally 7.2
- Microsoft Office and Internet Applications

Professional Learning & Training

- Diploma in Computer Application from Global Institute, Gadarwara
- Accounting in Tally 7.2, and ERP 9 from Indus Institute of Skills and Management (IISM) Indore

Co-Curricular achievements & Activities .

- Attended a Mahindra & Mahindra parts training program .
- Attended a Mall visit in "Big Bazaar & Rajdhani restaurant in Treasure island"
- Completed 20days training program in Prtibha garments Pithampur
- Coordinated collage annual function event.
- Winner in cricket & painting competition

Personal Profile

- Date of Birth: 2nd November 1989
- Languages Known: English & Hindi
- Permanent Address :302 subhash ward rathi collony Gadarwara dist. Narsinghpur (M.P)

Place Indore

DHEERENDRA SINGH