

PROFILE



Name: *SHANTHVIR SINGH K*

Address: *584, west of chord road, 3rd stage,
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Bangalore - 560079, Karnataka*

Contact: *+91- 8867727424*

E-mail Access: *svsinghk@hotmail.com*

Date of birth: *11th Dec 1965*

Qualification:
(Academic) *BSc (pcm)*
(Vocational) *SQC from ISI now BIS
PG Dip. In Bus. & Indl. Mgmt.
PG Dip. In systems management
AMIE (studentship)*

Languages Known: *English, Hindi, Kannada, Tamil & Telugu*

General Management Skills: *Decision making techniques
Effective communication techniques
Teamwork & leadership techniques
HRD & team appraisal skills
Marketing / Selling Skills*

Administrative Skills: *Operations and Administration;
Coordination; Public Relations
Key Accounts Management;
People & Facilities Management
Branch/Centre/Unit Management;
Franchise & Channel Mgmt.*

Additional Skills: *Extensive use of MS Office and
Internet related services*

Work Experience: *1988 till Date*

Areas Of Interest: *Market Analysis (pre-sales & post-sales)
Business Development Strategies
Product placing & promotion
Crisis Management;
Factory Management*

Passport Number: *M 914527 (due for re-issual)*

(1988 -

J B ADVANI & CO. (MYS) LTD. **1993)**

Cosmetic Industry Manufacturing for PONDS INDIA

Designation: Plant Chemist

Responsibilities:

- ~~ Reporting to the plant manager.
- ~~ Responsible for the smooth flow of production.
- ~~ Responsible for high quality output thro' proper co-ordination with the production and the QC chemists.
- ~~ Responsible for the regular online quality tests.
- ~~ Responsible for quality assurance activities Viz. AQL & AOQL as per MIL standards.
- ~~ Responsible for vendor development and procurement of the raw materials. Also was an authorized signatory for central excise documents.
- ~~ Knowledge of GMP
- ~~ Had been approved from the DRUGS CONTROL BOARD for the testing and manufacturing of the whole range of the COSMETIC PRODUCTS

(1993 - 1997)

Hindusthan Adhesives Limited

Leading BOPP Adhesive Gum Tape & TORs Mfg. Co.

Designation: District Manager

Responsibilities:

- ~~ Reporting to the General Manager.
- ~~ Mainly, Business Development for promoting the above products by leading a team of Sr. sales Executives.
- ~~ Managing the distributor and dealer network apart from the direct sales. Had the privilege of developing few prestigious customers like BPL, UB, VICTORY GLASS INDS., ASTRA IDL, KBDL & many more.

(1997 -

Zenith Computers Limited **2000)**

(Leading Computer Manufacturer & Leader in the Networking. Also a National Distributor for IBM & HP)

Designation: Territory Manager

Responsibilities:

- ~~ Reporting to the business unit head.
- ~~ Promoting sales by leading a team of marketing executives.
- ~~ Mainly was involved in the corporate and Govt. sectors for the sale of the systems.
- ~~ Also was responsible for maintaining few key accounts.

(2000 -

Jatti Motors Pvt. Ltd. **2002)**

A leading name in used cars dealing (Franchisee of AUTOMART INDIA)

Designation: Showroom Manager

Responsibilities:

- ~~ Was the main person to take care of the showroom as far as the total activities were concerned.
- ~~ Activities include marketing, sales, appointing the sales executives, etc., with the consent of my Directors and as well with the Principal (AUTOMART INDIA).
- ~~ Managing the showroom in terms of profitability along with the co-operation & effective co-ordination from both, my superiors & my team.

(2002-

IASPL (Insight Automation Services Pvt. Ltd.) **2006)**

Designation: Consultant-Training Services

An organization mainly into the Retail IT training; Corporate IT training; Conducting Open House (workshop) on almost all the Domains.

- ~~ To name a few developed clients, WIPRO, LG, FLEXTRONICS, CELSREAM, SIEMENS, SATYAM, Etc.
- ~~ Responsible for fielding the trainers for the induction as well the technology based training after matching the requirement with the expertise of the trainer.

IIHT Limited 2008)

(2006-

Designation: Franchisee Support Manager

- ~~ Was responsible for entire TN Region, except Chennai.
- ~~ My Job responsibilities include, guiding the franchisees as to how to generate the foot falls.
- ~~ Maintain the quality of training with no false commitment to the students.
- ~~ Follow the placement procedures as per the guidelines set by the principal, includes all other aspects that are required in running the franchise centre without any problems.
- ~~ Support on sourcing of the right faculties, holding the required stock of the study materials, indenting for the certificates and other required materials through proper planning etc....
- ~~ In short, it was a hand-holding job.

**Before moving to Delhi;
Dec'10**

from: **Feb'08 to**

Worked as a Consultant with **Cegonsoft Pvt. Ltd.** responsible for the overall guidance to all the Depts.

- ▲ This includes the HR & Admin, Operations, Legal procedures to have a control over any unforeseen situations.
- ▲ An entire control over the front-end and the back-end processes.

Floriana Group - Delhi: Worked as Factory Head from Jan'11 to Aug'12;

- ~~ Was responsible for the entire operations of the cosmetic unit in terms of Production, Maintenance, Safety, GMP, QC, Stores, Dispatch etc.

Zeco Aircon Limited - Delhi: Worked as a Factory Co-ordinator from Sep'12 to Dec'12.

- ~~ Was responsible for the entire factory co-ordination for the smooth flow and to see to it that the right system is followed without any deviation.
- ~~ Further implement certain systems after conducting an thorough internal audit.
- ~~ Reporting to the MD.

Was forced to move down to Bangalore along with my family due to my Dad's ill-health.

At present I am working as a freelance business consultant in Bangalore. Hence, my notice period can be immediate.

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--- shanthvir singh k