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|  Phone: +91-9352401612  E mail: ranvijayconti@gmail.com / veer\_klara@yahoo.co.inRANVEER SINGH **A performance driven professional targeting assignments in Sales & Marketing, preferably in Tyre & Lubricant, 2 Wheelers, Cement, Oil & Gas and Automotive industry** **Location Preference: Rajasthan, MP & Gujrat**

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| Key Impact Areas | Soft Skills |
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| Sales & MarketingNew Business DevelopmentChannel ManagementDistribution Network DevelopmentTerritory Business ExpansionMarket & Competitor AnalysisStrategy Planning & ExecutionWholesale & Retail Sales OperationDealer System Management |

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| Communicator |  |
| Collaborator |  |
| Intuitive |  |
| Innovator |  |
| Leader |  |
| Motivator |  |
| Analytical |  |
| Team Builder  |  |

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| Executive Profile* **A goal-oriented professional** offering **nearly 13 years** of **experience** in **Sales, Marketing & Business Development**
* Previously associated with **Continental India Pvt. Ltd., Jodhpur as Area Sales Manager**
* Successfully transformed non-performing territories into top-performers and amplified revenue margin by multi-folds
* Proven success in delivering huge growth of Revenue & Market Share and improving ROI through long-term planning
* Skilled in managing stakeholder expectations within the organization and liaising with business leaders
* Excellent track record of achievement in consistently meeting assigned sales targets of dealerships & outlets, generating YOY revenue & volume growth and fueling market place presence of leading Truck tyre brands
* Strong exposure in developing distributor & dealer networks across the markets
* **Team-based Management style** with expertise in driving the company’s vision into reality
 | Education & Credentials* MBA (Sales & Marketing) from Institute for Integrated Learning in Management, Jaipur, Rajasthan University
* B.Com. from Rajasthan University, Jaipur

Trainings * 2 months training from Michelin on Tyres and Sales Techniques
* Technical Customer Service Training
* Counsellor Sales Person training by Wilson learning
* Training on Negotiation by Wilson learning
* German Cultural Training
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| Technical Skills * SAP
* MS Office Suite
* Web-based Applications

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| Career TimelineImage result for Pidilite logoImage result for Michelin  logoImage result for Continental India Pvt. Ltd., logo**Jun’09 – Feb’19** **Mar’07 – Apr’09** **Jun’06 – Mar’07** |
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Professional Experience**Jun’09 – Feb’19 with Continental India Pvt. Ltd., Jodhpur as Area Sales Manager****Growth Path/ Deputation:** **Project Team Member, Jaipur Jun’09 – Aug’12****Area Sales Manager, Jaipur Aug’12 - Oct’15****Area Sales Manager, Jodhpur Oct’15 - Feb’19** **Key Result Areas:** * Planning, formulating & implementing sales strategies and annual operating plans to increase market penetration and to drive revenue & profitability
* Facilitating coordination across cross-functional departments for managing business and assets budget; ensuring all finance process to be as per timelines, company policy and service level agreements
* Identifying and networking with financially strong and reliable channel partners and improved market share
* Developing new business partners to expand product reach in the market and coordinating with the dealers to assist them to promote the product
* Focusing on enhancing product visibility to distributors, thereby increasing sales of entire product range
* Managing the sales & marketing operations with focus on achieving sales growth
* Identifying new streams for revenue growth & developing plans to build consumer preference
* Using sales forecasting to ensure the sale & profitability of products; analyzing business developments & monitoring market trends; driving CFA co-ordination for smooth flow of supplies
* Administering the credit and inventory control activities of distributors
* Leading the implementation of continuous market development activities, penetration into new market areas, and ascertaining attainment of continuous & sustainable market growth
* Formulating organizational goals, budgets and developing business plans for the achievement of these goals
* Maintaining customer relationships, ensuring customer loyalty through excellent customer service and meeting all client needs appropriate to the business
* Directing the entire gamut of marketing functions including branding, promotions, launches & promotional campaigns
* Imparting continuous on job training to the workforce for enhancing their productivity & operational efficiencies through knowledge enhancement / skill building

**Highlights:*** Emerged as one of the Top 3 performers all over India consecutively for 3 years 2009, 2010, 2011
* Successfully achieved 120% of sales target in 2012 – 2015
* Single-handedly managed 5 club dealers at a time in 2012 - 2015

**Mar’07 – Mar’09 with Michelin India Tyres Pvt. Ltd., Jodhpur as Fleet Account Manager****Growth Path:** **End-user Territory In-charge Mar’07 – Nov’07****Fleet Account Manager Nov’07 - Mar’09****Highlights:*** Initiated the impeccable implementation of MSW (PIEPAR AND POPSOCKS) in sales talk and sales training
* Facilitated business expansion and managed the dealer network to achieve sales targets
* Ensured revenue flow and credit control
* Resolved technical and other issues and queries for ensuring customer delight

**Jun’06 – Mar’07 with Pidilite Industries Ltd., Jaipur as Territory Sales Manager****Highlights:*** Led sales and distribution activities in the territory
* Successfully achieved the agreed secondary sales targets
* Facilitated Distributor Management
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|  Personal Details**Date of Birth: 16th June1981****Languages Known: English and Hindi****Address: 83, Ganesh Nagar, Heerapura Ajmer Road, Jaipur** |
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