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| Phone: +91-9352401612  E mail: ranvijayconti@gmail.com / veer\_klara@yahoo.co.in    RANVEER 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**     |  |  |  | | --- | --- | --- | | Key Impact Areas | | Soft Skills | |  | |  | | --- | | Sales & Marketing  New Business Development  Channel Management  Distribution Network Development  Territory Business Expansion  Market & Competitor Analysis  Strategy Planning & Execution  Wholesale & Retail Sales Operation  Dealer System Management | | |  |  | | --- | --- | | Communicator |  | | Collaborator |  | | Intuitive |  | | Innovator |  | | Leader |  | | Motivator |  | | Analytical |  | | Team Builder |  | | | |
| 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 |
| Technical Skills   * SAP * MS Office Suite * Web-based Applications | |
| |  |  | | --- | --- | | Career Timeline  Image result for Pidilite logo  Image result for Michelin  logo  Image result for Continental India Pvt. Ltd., logo  **Jun’09 – Feb’19**  **Mar’07 – Apr’09**  **Jun’06 – Mar’07** | | |  |   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 | |
| Personal Details  **Date of Birth: 16th June1981**  **Languages Known: English and Hindi**  **Address: 83, Ganesh Nagar, Heerapura Ajmer Road, Jaipur** | |
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