



Shivpratap Singh


Assistant Territory Manager with sharpened soft skills

Marketing professional with an experience in sales

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CAREER OBJECTIVE

Secure a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the company.

ORGANIZATION SCAN

- **Celite Tyre Pvt. Ltd. - Pirelli Tyres**

Designation: Assistant Territory Manager

Territory: Chandigarh, Punjab & Himachal Pradesh

Duration: Feb 2018-Present (3+ years)

Work Profile:

- ✓ **Customer Relationship**-Maintaining existing dealers and making sure their needs are addressed on time
- ✓ **Operations**-Handling daily sales operations in the region.
- ✓ **Customer on boarding**-Proactively generated new dealers for the smooth functioning of the business
- ✓ **Achievements/Revenue**-Achieved daily and monthly targets for sales and revenue. Have been appreciated multiple times by the manager
- ✓ **Proven availability**-Involved in handling after sales service and have actively been taking reviews
- ✓ **4eye**-Vigilantly inspecting claim reports. Also involved in monitoring and checking other reports before being finalized.
- ✓ **Volumes**- Developed strategies and plans for increasing the volume. Discussed several ideas with the manager and conducted meetings with the concerned teams
- ✓ **Research** – Involved in excessive drilling of the region prospects. Understanding the needs and finding ways to enhance the current parameter
- ✓ **Footfall increase**- Involved in BTL activities like canopy of customers to increase footfall

INTERNSHIP

- **Life Space Property Solution Pvt Ltd**

Location: Pune, Maharashtra

Project Title: “A study on understanding the market potential of real estate in the region of Wakad, Pune.”

Duration: May 2017-July 2017

- ✓ **Research**-Develop new channels, property availability in Wakad region. Been involved in research and generation of Leads
- ✓ **Query resolving**- Proactively involved in addressing queries timely. Involved in explaining the project to all kinds of community living-Residential, Commercial and Group housing
- ✓ **One-to-one service**-Meeting the prospects and visiting them to properties. Evaluating their needs and maintaining long term relationship
- ✓ **Services** - Pre and Post sales services to be maintained, including customer feedback report

- ✓ **Promotion/Branding**-Attended numerous meetings, sales events for the promotion of the brand. Also, involved in identifying channel partner and develop broker network via the multiple events
- ✓ **Delegation**- Provided appropriate information to CRM, which ensures timely and proper reply on client queries
- ✓ **Cross Selling**- Involved in cross selling through existing customer width by attractive benefits
- ✓ **Training** – Involved and ensures proper training is given to Channel Partners

TECHNICAL EFFICIENCY

- MS Office
- Tally ERP 9.0
- CCC (Course on Computer Concepts)

PROFESSIONAL CERTIFICATIONS

- Certification in SAP from IIMS in 2017
- Certification in IBM from IIMS in 2017.
- Certification in Tally ERP 9.0 in 2015.
- Certificate on Course on Computer Concept (CCC) in 2015.

ACHIEVEMENTS

- Have participated in various sports and cultural events in college.
- Played under 16 District Level in Cricket in 2011.
- Played volleyball tournaments.
- Received participation Certificate from Rotary Club of Chinch-wad Maurya.

EDUCATION

PGDM

International Institute Of Management Studies (2016-18)	61.00%
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Bachelor in Commerce

Kurukshetra University (2013-16)	50.66%
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SSC

U.P Board (2012)	56.80%
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