

L1/43 Budh vihar Ph-1

Delhi-110086

8368634946

Akshay Singh

Summary

Sales professional with over 4 years of experience providing assistance in office and storefront environments primarily within retail and FMCG industries looking for new strategies to engage and inspire team members and acquire new customers.

SKILLS

- Ms Excel
- Digital Marketing
- Decision Making

EXPERIENCE

1k kirana Bazar – Senior Territory Sales Manager

January 2021 – PRESENT

- Responsible for the achievement of both primary and secondary sales.
- Training and development of the entire team of the region
- Business planning and communication to senior management by developing short- and long-term plans for growth and reporting to senior management on a regular basis.
- Working closely with the marketplace team to ensure sufficient visibility and availability of our product.
- Qualitative and quantitative monitoring of promotions & events through monthly reports.
- Responsible for scanning the business environment, Competition, market, Sectors & business opportunities.
- Establishes sales objectives by creating a sales plan and quota for districts in support of national objectives.
- Maintains and expands customer base by counseling district sales representatives; building and maintaining rapport with key customers; identifying new customer opportunities.

Sm Milk food Pvt Ltd – Assistant sales manager

2017 – 2019

- Visiting market areas to make new potential clients for the sale increase.
- Making daily reports.
- Developed loyal and repeat customers for the organization.

- Plan marketing activities to increase brand awareness.

EDUCATION

Jaipuria Institute of Business – PGDM (Marketing / Supply Chain)

2019 - 2021 , Ghaziabad

Delhi University (sol) - Ba Programme

2016 - 2019

Internships

3 months in Big Bazar

15 days in Tanishq

Hobbies

- Meeting new people
- Playing Cricket
- Love to Learn new things and skills