**RESUME**

**AMIT KUMAR SINGH**

⮹*:* amitims0101@gmail.com

🕿: *+91*8376990607

**Profile:**

Dynamic and results-driven Outside Sales and Territory Manager with over 7 years of successful new business development, competitive market share expansion, and customer relationship development. Leverages finely-honed interpersonal and time management skills to successfully manage a team and increase profitability achieving corporate goals and objectives. Energetic and goal-oriented with a genuine passion for sales strategy and a well-rounded background in supporting a progressive organization in optimizing performance and growth. Respected executive with distinguished career leading sales operations for turnaround and high-growth organizations. Extensive expertise in client needs analysis with a consultative approach to Pharmaceuticals product sales. Launch of leading Pharma Products to the doctors and Chemist. Available for travel.

**Academic Qualification:**

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| --- | --- | --- | --- |
| **Course** | **Name of Institution/Board/University** | **Year of Passing** | **Percentage/**  **CGPA** |
| PGDM  (Marketing & Finance) | Institute of Management Studies ,Ghaziabad | 2012 | 6.26 |
| MA (Modern History) | CSJM, University, Kanpur | 2007 | 58% |
| Graduation  (B.Sc. (Zoology&Chemistry) | CSJM University, Kanpur | 2002 | 61% |
| XIIth | UP. Board Allahabad | 1999 | 55.4% |
| Xth | UP.Board Allahabad | 1997 | 45% |

**Work Experience:**

1**)-Employer Name: Micro Labs Limited**

**Location : Delhi-Ncr**

**Designation: Area Sales Manager**

**Duration: Apr 2014 to present**

**Job profile:**

* Responsible for promoting & handling sales of company’s products in Delhi-Ncr, Generating business from existing customers & developing new customer base through in person meetings.
* Ensure complete and timely execution of corporate & local marketing programs.
* Ensure a safe working and customer experience environment by facilitating safe work behaviors of the team.
* Identifying significant business opportunities, meeting with various doctors( GP,Gynae,Physicians,ENT,Paeds.etc) from hospitals, appointing distributors, sending quotations, samples, specifications & Regularly attending company meetings, technical data presentations and briefings
* Keeping up-to-date with the latest clinical data supplied by the company, and interpreting, presenting and discussing this data with health professionals during presentations; Monitoring competitor ractivity and competitor'products.

2)-**Employer Name: Zenvita Healthcare Pvt Ltd**

**Location: Delhi-Ncr**

**Designation: Business Development Manager**

**Duration: April 2012 to April 201**4

**DUTIES:**

* Making calls to the doctor clients for fixing appointments & briefing them about our products.
* Responsible for sales of Zenvita Healthcare Pvt Ltd. products to Doctors and hospitals in Delhi
* Helping the sales team to achieve sales targets
* Handling top doctors and hospitals for closure of business. Regular reporting for daily calls and work performance to respective manager.
* Seeking latest marketing trends and tracking competitors’s activities providing valuable input for fine tuning sales and marketing strategies.

3) - **Employer Name: AN Pharmaceuticals Pvt Ltd.**

**Location: Delhi-Ncr (North Delhi)**

**Designation: Business Associates**

**Duration: June 2007 to May 2010**

**Job profile**

* Visiting/Meeting Doctors.
* Providing Samples.
* Promoting detailing of the Product.
* Reporting to Area Sales Manager.
* Giving presention to the Doctor.
* Providing educational material to Doctors**.**

**INTERNSHIP/INDUSTRIAL TRAINING:**

**Employer Name: Bluecom Technologies India Pvt Ltd.**

**Location: New Delhi**

**Designation: Management Trainee**

**Duration: June 2011 to July 2011**

**Job profile:**

* Analyze the company’s marketing Strategies and its working with contribution in the organization.
* Has the analyzed the marketing strategies of Bluecom Technologies India Pvt Ltd

**SKILLS SUMMARY**

* Extrovert; capable of creating a friendly atmosphere around me.
* Good and patient listener and a rest to learn.
* Keep learning leadership skills in a working environment.ability to work under pressure.
* Strong analytical and logical reasoning skills.
* Willingness to learn and implement.

**Technical skills:** MS office, MS Excel, MS Powerpoint

**Personal Details:**

Father’s Name:Mr. VERMA SINGH

Marital Status:Single

Current Address: I-182, Premnagar-2 Kirari,Suleman Nagar,

New Delhi-110086.

Permanent Address: Vill-Bariya Nagla, Post-Rajipur

Distt-Farrukhabad , Pincode-209724,UP

Languages : English, Hindi

Passport no : N4865862

**Declaration:**

I hereby declare that all the information given in this resume is correct to the best of my knowledge

Date: \_\_\_\_\_\_\_\_\_\_

Place: \_\_\_\_\_\_\_\_\_\_

**Amit Kumar Singh**