

ARJUN SINGH

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Vill. & Post- Palaula

Dist-Amroha

Uttar Pradesh. 244222

Career Objective:

To work in a challenging business environment that will test me at all levels and allow me to work my way up the top echelons of corporate hierarchy and in the process develop well-rounded skills in development and execution of business plans by way of positive contribution to the organization.

Work Experience:

2009-13 - TAFE Motors and Tractor Limited

Work Profile: Territory Executive

Directly responsible for New Dealer Development in the region.

Monitoring sales performance and analyzing sales data.

Developing sales strategies and setting targets.

Support brand and marketing activities in the region.

Enquiry generation by planning events, implement dealers ads and sales

Promotion activities.

2017-Present - CNS Motors Pvt Ltd (Dealer of TATA's Commercial Vehicles)

Work Profile: DSM (SCV Cargo)

Coordinate retail financing with local offices of NBFCs and banks.

Liaisoning for RTO clearance etc.

Providing trustworthy feedback and after sales support and to build long

Term relationship with new and existing customers in the region.

Lead generation/referrals/offering test drives to customers.

Regular review the performance of team members and impart training as

Required. Organizing sales promotional activities along with team members

Such as demonstration, mini launching of the products and canopy installation.

Track competition and their activities.

Academic qualification:

2004-2008 - Bachelor of Technology in Agriculture Engineering with 1st Div.
from S.C.R.I.E.T. C.C.S. University, Campus, Meerut (U.P.).

2004 - Higher Secondary School, UP Board (XII) with 1st Div.
G.D.T. Inter Collage, Kailsa.

2002 - Secondary School, UP Board (X) with 1st Div.
G.D.T. Inter Collage, Kailsa.

Skills:

- Friendly with Internet
- Operating Systems- Windows98/2000-XP, XP Professional, Vista.
- Applications- MS-OFFICE, AUTO-CAD.

Project:

- Competitor Analysis of Big Bazaar (Market Share, Documentation and Distribution).
- Project on studies on Development of Coconut chips.
- Project on Development and evaluation of Antimicrobial Nanocomposite films for storage of fresh cut vegetables.

Trainings Attended:

- 45 days Central Farm Machinery Training and Testing Institute, Budni
Madhya Pradesh
(Operation & Maintenance of Tractor and Agriculture Machinery)
- 45 days Mother Dairy, New Delhi. (2006)

Personal Details:

Father Name: Shri Dharampal Singh
Date of Birth: 4th March 1987
Marital Status: Married
Permanent Address: Village and Post- Palaula
 Dist.- Amroha
 Uttar Pradesh-244222

Strengths:

- Hard working and interpersonal skills.
- Flexible and Mobile.
- Good Communication Skills & Team Spirit.
- Ability to learn new things in short terms

I hereby declare that all the information given above is true to the best of my Knowledge and belief.

PLACE:

[Arjun Singh]