

CURRICULUM VITAE

SANTOSH KUMAR SINGH

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OBJECTIVE:

I am seeking a challenging career in an organization, where I can explore my marketing knowledge and experience as per the organizations requirement. I am very sincere and I thoroughly enjoy working. I am highly optimistic and can handle any amount of stress at work. I feel happy and satisfy when I achieve my targets and appreciation for goal.

“The race of perfection never ends”

I inspire to join an organization like your and will be willing to accept an offer from you to perform effectively towards the achievements of goal of organization.

PROFESSIONAL EXPERIENCE:

Name of Organization : **CONCEPT CARS LTD ARENA (SITAPUR)**

Designation : General Manager (SALES)

Duration : 12th Jan 2024 to Till Date

Name of Organization : **NEXA KTL PVT LTD (KANPUR)**

Designation : Upcountry Sales Manager

Duration : 3rd May 2019 to 7th Jan 2024

Name of Organization : **Society Motors Ltd**

Tata Motors (Passenger Vehicles)

Designation : Branch Manager

Duration : 1st April 2017 to 1st May 2019

Name of Organization : **Maruti Suzuki , NEXA**

(Bright 4 Wheels Sales Pvt. Ltd , Lucknow)

Designation : SR. Relationship Manager

Duration : 13th Nov 2014 to 30th March 2017

JOB PROFILE:

- Co-coordinating with internal departments,
- Managing Key Accounts.
- Aggressively achieving the sales target.
- Continuous follow up with the customers.
- Building and retaining client relationships through continuous follow up with clients for their requirements
- Visit to the clients' locations.
- Giving presentations & answering Inquiries
- Extend market Support to sales teams to build sales volumes and meet sales targets,
- Sales and Marketing business performance reporting.
- Establish and maintain marketing database
- Support business development opportunities with preparatory research & follow-up.
- Prospecting / Research
- Maintaining a database of proposals and also relevant market data

Name of Organization : **Pushp Honda Smart Cars Limited, Kanpur**
Designation : Team Leader (Rooma Showroom)
Duration : 14 Jan 2010 to 9th Nov 2014

- Finalization of various marketing strategies, Advertising, Hoardings, Road Shows, Test drives, Flairs Distributions, Events, Price finalization & Negotiation etc.
- To formulate & attain sales targets and to finalize incentive plans for Sales Executives & Team Leaders.
- Recovery of the amount due by the Customers and Financers through follow-ups etc.
- Handling Sales and Marketing for Unnao, Fatehpur, Banda, Jalaun, Jhansi, Hamirpur, Kanpur dehat, Kannauj, Farrukhabad, Etawa, Auraiya, Varanasi, Sonbhadra etc.
- Sound knowledge of current and upcoming market with the great ability to demonstration

Name of Organization : **Depot, Kanpur**
(A div. of Pantaloon Retail India)
Designation : Sales Executive & Cashier
Duration : June 2008 to Dec 2009.

Name of Organization : **Nivea India Pvt Ltd**
Designation : Sales Executive
Duration : Jan 2006 to June 2008

QUALIFICATION:

- High School from C.B.S.E. Board in 2000.
- Intermediate from C.B.S.E. Board in 2002.
- B.A. from C.S.J.M. University, Kanpur in 2005.

TECHNICAL QUALIFICATION:

Diploma in Basic Computer Fundamentals ie Office XP, MS-DOS, Window and Power-point.

PERSONAL PROFILE :

- Date of Birth : 22 June 1986
- Father's Name : Shri Ram Charan Singh (EX INDIANA ARMY)
- Nationality : Indian
- Marital Status : Married
- Languages Known : English, Hindi

I hereby certify that all the information's furnished above are true as per best of my knowledge & belief.

Date :

Place: Kanpur

(SANTOSH KUMAR SINGH)