



Amit Singh

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To Obtain a Business Development Manager/ Sales Manager position in an Organization, where in my skills, knowledge, sales & marketing Strategies, and business development ideas Would produce good result and help the growth of the Organization.

A Brief Synopsis

Diploma in Electrical Engineering along with MBA with Specialisation in Sales & Marketing with overall nearly 18years in Sales & Marketing, Business Development client relationship management. Currently associated with Kohler PowerIndia Pvt. Ltd. as Area Manager .Fair understanding in increasing sales revenues, developing business relationships, coordinating with decision makers, building an extensive client base, and market development. Experienced in coordinating with internal/external customers, implementing procedures and service standards for business excellence. Been proactive and focussed as a student and professional. Possesses excellent Organisational, relationship management and analytical skills.

Key Skills

- Good Communication, writing and customer service skills.
- Excellent problem solving and Organization skills.
- Able to communicate complicated technical issue with presentation skills
- Self-motivated and flexible to work with negligible supervision.
- Good interpersonal and communication skills.
- Tenacious work attitude.
- Able to work as a team member.
- Good negotiation skills to deal with different kind of customers.
- Able to meet deadline along with working under pressure.
- Highly innovate and proactive.
- Able to handle varied tasks.
- Flexible to work anytime.
- Willing to travel on frequent basis.

Current Job Profile

- Handling Equipment and Project Equipment enquiries for Key accounts in Power generation segment as well Channel Partners, Electrical Contractor, Consultants, EPC Contractors.
- Visiting Key customers on regular basis and get involved in the project from the budgetary stage.
- Regular visit to site offices to meet the project managers for various ongoing projects in UP, UK, Rajasthan and follow up on the enquiries and offer in the local and outside offices.

- Close follow up with the factory for the on-time execution of the orders and providing support to the site operation manager.
- Regular interaction with the Engineering and estimation department and providing all technical inputs for the projects as well as equipment's enquiries.
- Understand Key customer needs, market requirements and competition trends to implement growth-oriented sales & marketing Strategies.
- Reporting the weekly and monthly progress reports to the Regional Sales Manager on regular basis.

Key Customer:

Delhi Metro Rail Corporation, ABB Limited, Indraprastha Gas Limited, Adobe, Mayur Sheraton, Orient Craft Limited, Birla Tyres, GKN Drives, Ranbaxy Limited, American Express, Tech Boulevard, Vinayak Textiles, New Holland Tractors Limited, Dabur India Limited, Hindalco Industries , Consolidated Fiber & Chemicals Limited, Mani Square, South City, Essel mining, Taj Bengal, City center, Haldia Petrochemicals, Bengal Ambuja, Fort Group, lake Town Mall, TRF Limited, CISCO, JP Morgan, McAfee, Infotech IT mall, Forum Mall, Satyam Computers Services, Muthoot Finance Limited, Hindutan Shipyard, Flipkart, Texas instruments, Apollo Hospital, Patni Computers, Logitech Systems, Tata Consultancy Services, Reliance communications Limited, John Deer Tractors, Ratio Pharma, Morgan Stanley, L&T Glass, Infosys, Taj Wellington Mews, Pratibha Syntax, CL Gupta Exports Limited, Neeru Menthol Pvt Limited, Horizon packs Pvt Limited, Cipla Limited, Cinepolis Mall, Subhkamna Hotel, Maa Kaila Devi Laboratory, Omega International, Tej Shoe Pvt Ltd, Virola Shoe Pvt Ltd, Pavana Zadi Security Systems Pvt Ltd, Mahaveer Polyplast, Pegma Resources Pvt Ltd, Wheels India Ltd, Himalaya Pharmaceuticals Etc.

Employment History

Ever since the introduction of the Kohler Automatic Power & Light, the world's first engine-driven automatic generator in 1920, Kohler has provided power to homes, factories, recreational vehicles, boats and countless other applications throughout the United States and around the world. With a passion for delivering clean, reliable power whenever and wherever it's needed, Kohler Power Professionals offer innovative solutions, uncompromising service and support, and confidence unmatched in the industry. Kohler Industrial Power is always on because the people behind the name are on. On call. On point. On demand. So when electrical contractors, engineers and facilities managers come to us for solutions, Kohler comes through for them. Integrated solutions to streamline the specifying process. EPA-compliant equipment. A support network that circles the globe. Continuous product development. And perhaps the greatest benefit of all, the power of people who can think through your challenges and offer real answers. We would provide timely delivery & best after sales support.

Since August 2013: KOHLER Power India Pvt. Ltd. New Delhi as Area Sales Manager (Silent Diesel Genset Sales in North India)

- Responsible for sustaining & development of business in Northern region for sales from Auranga bad Plant. Develop and plan marketing strategies for same.
- Meet Annual Sales Targets.
- Produce monthly sales report.
- Provide feedback from members and potentials customer to enhance product performance and service.
- Identify and make contact with potentials customers.
- Respond to sales requirements from existing and potential customers.
- Maintain contact with existing and potential customers to promote sales & deliver detailed account plan.
- Assessed customer requirement and analyzed competitor's strategies.

- Forecast the market potential.
- Coordinated with technical staff.
- Provide after sales service for a specifies period.
- Achieved Sales targets in accordance to objectives.
- Maintained and sustained business alliances with the customer through consistent follow-ups.
- Identifying and forecasting potential market and establishing stable customer base.
- Management of all aspects of projects from enquiry through sourcing, purchasing, sales design and execution.
- Commercial negotiation at board/owner level and monitoring of projects in relation to costs, timing and the continuously building of relationship with clients.
- Product development to enhance the company offer and circle of Product/services.
- Generating sales through an increment in enquiries.
- Regular Follow up for the projects and ending up with sales.

Previous Assignments

Sterling & Wilson Powergen Pvt. Ltd (UP & Uttarakhand) (Associate of Shapoorji Pallonji & Co. Ltd.) 1st March'2011 to July 2013

Territory Manager (Sales, Marketing & Business Development) Retail Sales: -

Key Deliverables

- ☐ Maintaining healthy relationship between the Dealers, Corporate& retail Customers & Sterling & Wilson Powergen PVT. LTD. Authorized OEM OF PERKINS, UK/VOLVOPENTA, SWEDEN/MAHINDRA NAVISTAR, USA/MTU, GERMANY/TATA, India/Escorts, India. SILENT DG SETS (15kva to 3300kva DG Sets)
- ☐ Conducting Dealers/customers site visits as well as taking care of the business developments in the zon es of (UP & Uttarakhand), Handling Branch Operation activities.
- ☐ Preparing Management Information System Reports to evaluate, organize and helping the department i n order to ensure smooth running and efficient running.
- ☐ Coordinating with all the customers & Dealers staff for making his sales plan, market Penetration, Enqui ries close into orders, new enquiries generations, Proper followup, and Proper guidance to the others sale s/service staffs.
- ☐ Visiting the entire place in our territory for market Penetration, existing customer's relationship building, and new hot enquiries generations.very good knowledge of the complete Zone of Uttarakhand & UP.

ADI Automotives Pvt. Ltd (UP & Uttarakhand) Oct.09 to Feb.11

Manager (Sales, Marketing & Business Development) Retail Sales: -

Key Deliverables

- ☐ Maintaining healthy relationship between the Dealers,& retail Customers & ADI Automotives Pvt.Ltd, A uthorised OEM For ESCORTS SILENT DG SETS(10kva to 45kva DG Sets) Responsible for giving pres entations to various potential clients of the company about its business promotion activities and how it co uld facilitate a client.
- ☐ Approaching the leads get them convince and increase the sale of the company, Identifying and exploring new business opportunities , managing sales & marketing activities and org anizing promotional program to profitable business opportunities .

☐ Procuring relevant information regarding the progress of various government proposed and ongoing projects from higher levels like BSNL,LIC,IOC,HPCL,BPCL,CPWB,TELECOM sectors and Pvt. Sector companies, hospitals, hotels etc.

Jakson Limited UP west/ Uttarakhand- (UP west & Uttarakhand) May 07 to Sept 09

Asst. Manager-Marketing-Retail Sales (DG Set Range 15-650kva)

Key Deliverables

☐ Responsible for giving presentations to various potential clients of the company about its business promotion activities and how it could facilitate a client.

☐ Approaching the leads get them convince and increase the sale of the company, Identifying and exploring new business opportunities, managing sales & marketing activities and organizing promotional program to profitable business opportunities.

Usha International Ltd. (UP west & Uttarakhand) June 02 to April 07

Sr. Executive (Sales Marketing & Business Development) - Channel Sales: -

Key Deliverables

☐ Maintaining healthy relationship between the Dealers,Distributors, Corporate & retail Customers & Usha International Ltd.

☐ Conducting Dealers/customers site visits as well as taking care of the business developments in the zones of (UP-West & Uttarakhand).

☐ Preparing Management Information System Reports to evaluate, organize and helping the department in order to ensure smooth running and efficient running.

☐ Coordinating with all the customers & Dealers staff for making his sales plan, market penetration, enquiries close into orders, new enquiries generations,proper followup,proper guidance to the others sales/service staffs.

☐ Visiting the entire place in our territory for market penetration, existing customer's relationship building, and new hot enquiries generations.

☐ Procuring relevant information regarding the progress of various government proposed and ongoing projects from higher levels like MES, ITBP,LIC,CPWD & Pvt. Sectors companies, hospitals, hotels etc..

Education profile

Education Experience Diploma in Electrical Engineering & MBA Sales & Marketing minimum 18years + exp. In Power Generation/Consumer durable Products Handling Industrial /Project/Channel Sales Strong understanding of customer and market dynamics and requirements.