

THAKUR AMAR SINGH

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CURRICULUM VITAE

Personal Details:

Name	:	Thakur Amar Singh
Date of Birth	:	31-08-1972
Father's Name	:	Heera Singh
Nationality	:	Indian
Religion/Caste	:	Hindu/Kshtriya Rajput
Marital Status	:	Married

Objective:

To pursue challenging avenues in a fast paced environment where my knowledge can be enriched and can contribute effectively for the growth of the organization.

Summary of Educational Qualification

- Diploma in Electronics and Communication Engineering from QULI QUTUB SHAH GOVT., POLYTECHNIC HYDERABAD.
- Intermediate Vocational course in Radio and Television course from Nampally Jr.College (Hyderabad).
- Schooling from St. Peters High School Hyderabad.

Career Profile:

- Working as a NATIONAL MANAGER-Channel Development for Elbex Couriers Pvt., Ltd., H.O at Coimbatore, Tamilnadu. Since 2014.
- Worked as a NATIONAL HEAD Sales & Marketing for Vijayalakshmi Marketing Unit of VL Group of Industries Coimbatore for 3 years from 2011 to 2013.
Manufacturers of Home appliances, Kitchen ware like Table Top Grinders, Pressure cookers, Non Stick cookware, Copper water bottles and Commercial kitchen equipments.
- Worked in M/S Shrinath Flexi Pack Pvt., Ltd., Hyderabad as Regional Manager-South India. For 7 years from 2008 to 2010.
Manufacturers of Flexible packaging material, Poly bags, Stretch film, and Shrink Film and other packaging products.
- Worked in M/s Fisher Pumps pvt., Ltd., Coimbatore as MARKETING MANAGER for 2 years from 2006 to 2008.
Manufacturers of Reverse Osmosis Water purification Plants from 400 ltrs to 10000 ltrs. Per hour and self priming pumps.
- Worked in M/s UMS SERVICES LTD., unit of UMS Radio Factory, G.D.Naidu Group Coimbatore as a SALES OFFICER looking after whole South India except Chennai, then promoted as a BRANCH MANAGER for 7 years from 1998 to 2005.
Mfrs: of Electronics & Electrical items like Televisions, Antennas, Boosters, servo stabilizers etc
- Worked in M/s Bartonics (I) Ltd., Hyderabad as a SALES ENGINEER for 2 years from 1996 to 98. Mfrs: of Barcode readers, Attendance Machines, Hand held terminals and Thermal printers etc.
- Worked as a CUSTOMER SUPPORT ENGINEER for M/s JAMAL BIN SALEM TRAD. Stores (Sultanate of Oman) for 2 years 1994 to 96. Deals in satellite communication instruments,

Responsibility in work:

- Create and manage an annual business development plan.
- Spearheading Sales & Marketing operations PAN India.
- Evaluating sales programs and recommending sales promotions that maximize brand potential on regular basis.

- Sales through dealers and distributors network and appointing new dealers and distributors in the assigned territory.
- Sales through Modern trade, Corporate and Institutional selling.
- Planning and implementing aggressive sales strategies for increase in market share for the complete product range.
- Manage multi location teams and improve sales operations through training, job rotation and recruitment.
- Arranging dealers and distributors meetings and seminars.
- To build up professional relationship with dealers, distributors, meeting corporate clients generating revenue for the company.
- Handling High end customers and making them to invest for the company for Regional Channel Partners
- Building relationship with decision makers and key buyers in pre-sales negotiation stages.
- Fortnightly/monthly reporting to managing director.

About me:

- Having ability to get along with others.
- Capable of working well in a team.
- Well-organized positive attitude.
- Maintaining discipline, hard working and trust worthy.
- Excellent interpersonal and communication skills.

Linguistics:

- Good oral and written in English, Hindi, Telugu.
- Good oral in Hindi, English, Tamil, Telugu and Arabic.

Declaration:

I hereby declare that all the information furnished above is true to my knowledge.

Thanking You

Place: Hyderabad.

Yours Sincerely

Date: 05/06/2019

Thakur Amar Singh