

CURRICULUM VITAE

SIDHANT SINGH

E-mail : rajputrs7376@gmail.com

Contact : 9696963030, 8840912550

Permanent Address : Adhivakta Nagar Colony, Hospital Road

District : Ballia (U.P) 277001

PROFESSIONAL OBJECTIVE

My professional objective is to achieve a challenging and growth-oriented position in progressive firm, which would utilize my potential and skill efficiency and capably to achieve the best of my job.

SKILLS

Basic knowledge of computer
(Operating system windows, MS Office & internet surfing)

EXPERIENCE

Currently Working In Grasim Industries Ltd (Aditya Birla Group) From March 2024 to Till Date

- Launched In Azamgarh Birla Opus Paint
- Handling 60 Dealers With 3 Associates
- Dealer Wise Target Planning & Achievement
- Retailers Listing / Market Mapping
- Team Wise Target Planning & Achievements
- Claim Settlement of Retailers
- Team Handling

❖ Hiveloop Technology Pvt Ltd (Udaan) Area Lead Staples & Fmcg Category

(October 2021 to March 2024)

- Currently Handling 5 Sales Officers along with 80 Business Development Executives for Rural Project.
- Currently Handling UP East & Bihar for Wholesale Project.
- Private label placement DTR brand focus New product launch , Focus on increasing Average Business Size, Average order value Total line Sold in each calls frequency of purchase.
- Market Mapping, Buyer Wise Target planning & Achievements, Claim Settlement of Retailers, On Boarding New Buyers.
- Drove Growth of Pulses Category from 2 Cr In July 2022 to 5.5 Cr In October 2022.
- Drove Growth of Oil Category from 3 Cr in July to 7.5 Cr In October 2022.
- Grew Distribution of Flour Pvt Label from 15% to 67% between April 2022 & October 2022.
- Drove Growth of Sugar Category from 1.1 Cr in July 2022 to 2.8 Cr in October 2022.
- Currently Handling & Launched Ballia, Mau & Ghazipur in Project Bharat.
- Retailers under direct coverage monthly business of 3cr+ 2500
- Handling team size of 22 Salesman (CATs) and operating with 28 pin codes , General trade & Modern trade business handling along with mapping of market & target outlets.
- Private label placement DTR brand focus New product launch , Focus on increasing Average Business Size, Average order value Total line Sold in each calls frequency of purchase.

❖ **Reliance Retail (AJIO BUISNESS)**
Sales Officer

April 2021 To 10-Oct-2021 | Varanasi (U.P.)

- Retailers Listing / Market Mapping
- Team Wise Target Planning & Achievements
- Claim Settlement of Retailers
- Team Handling

❖ **Hiveloop Technology Pvt Ltd (Udaan)**
Team Leader Footwear Category

January 2019 – March 2021 (U.P.)

- Retailers Listing / Market Mapping
- Team Wise Target Planning & Achievements
- Claim Settlement of Retailers
- Team Handling
- On Boarding New Buyers

❖ **VGS Marketing Pvt Ltd (Oppo)**
Team Leader

November 2017 - December 2018 | Varanasi (U.P.)

- Order & Collection
- Retailer Wise Target Planning & Achievement
- Claim Settlements Of Retailers
- Sales Promotion at Activities
- Promotor Handling

❖ **Reliance Communication**
Territory Sales Incharge

December 2016 - July 2017 | Varanasi, Mughal Sarai, Chandauli & Ram Nagar (U.P)

- Retailer Listing / Market Mapping
- Order & Rtg Planning
- Area Wise Beat Plan-Shortest one
- Claim Settlement Of Retailers
- Sales Promotion At Activites
- Retailer Wise Target Planning & Achievement
- Distributor Handling

❖ **M/S Aar Kay Distributor Pvt Ltd (Micromax)**
Team Leader

September 2014 - September 2016 | Jaunpur & Chandauli (U.P.)

- Retailer Listing / Market Mapping
- Order & Rtg Planning
- Area Wise Beat Plan-Shortest one
- Claim Settlement Of Retailers
- Sales Promotion At Activites
- Retailer Wise Target Planning & Achievement
- Distributor & Promotor Handling

❖ **M/S Aar Kay Distributor Pvt Ltd (Samsung)**
Sales Executive

August 2013 – July 2014 | Varanasi (U.P.)

- Order & Collection
- Area Wise Beat Plan-Shortest one
- Claim Settlement Of Retailers
- Sales Promotion At Activites
- Retailer Wise Target Planning & Achievement
- Distributor& Promotor Handling

❖ **M/S Vishal Video &Home Appliances in Tata Swach**
Sales Executive

January 2012 - July 2013 | Varanasi (U.P.)

- Retailer Listing / Market Mapping
- Order & Collection
- Area Wise Beat Plan-Shortest one
- Claim Settlement Of Retailers
- Sales Promotion At Activites
- Retailer Wise Target Planning & Achievement

TOTAL WORK EXPERIENCE

11 Years

- ❖ Currently Working with Grasim Industries Ltd.(Aditya Birla Group) from March 2024 to Till Date.
- ❖ 2 Year 6 Months in Hiveloop Technology Pvt Ltd (Udaan)
- ❖ 8 Months in in Reliance Retail (AJIOBusiness)
- ❖ 1 Year 1 Month In M/S VGS Marketing
- ❖ 8 Months in Reliance Communication
- ❖ 3 Years in M/S Aar Kay Distributor Pvt Ltd
- ❖ 1 Year 6 Month In M/S Vishal Video &Home Appliances

PERSONAL DETAILS

Father Name : Mr. Rajesh Kumar Singh
Date of Birth : 04 August 1995
Marital Status : Unmarried
Religion : Hindu
Nationality : Indian
Hobbies : Traveling &Listening Music
Languages Known : Hindi &English

Date :

Place : Varanasi