



KUNDAN KUMAR SINGH

Area Sales Manager

Energetic and results-driven Area Sales Manager with over 14 years of experience seeking to leverage extensive background in sales strategy, business development, and team leadership to drive sales growth and market share. Eager to contribute to a dynamic and growth-focused company by offering expertise in sales operations, distribution channel management, and innovative solutions for achieving target objectives.

Mobile: 7061011234 E-mail: krantikundan@gmail.com

PROFESSIONAL SUMMARY

- Proven track record in driving sales growth and establishing strong market presence as demonstrated by the initiation of 12 franchise locations in just 18 months.
- Dynamic team leader able to effectively train and manage sales teams while fostering an environment of collaboration and achievement across multiple territories.
- Experienced in multi-sector sales proficiency including education, telecom, online media, and franchise development, enhancing brand penetration and user base expansion.
- Recognized for outstanding performance through awards and international incentives, including qualifications for foreign trips to Singapore, Thailand, and Indonesia.
- Adept at distributing product knowledge and rolling out new initiatives to retail channels, ensuring significant expansions in company product reach.

EDUCATION

M.B.A (Sales)

Magadh University

B.A (Hons)

Patna University

SKILLS

Technical Skills: CRM Software Proficiency, Data Analysis, ERP Systems, MS Office Suite, Sales Management Tools

Soft Skills: Effective Communication, Adaptive Leadership, Creative Problem-Solving, Interpersonal Skills, Time Management

Core Competencies: Sales Leadership, Market Expansion, Strategic Planning, Team Building, Channel Management

WORK EXPERIENCE

Area Sales Manager

Oct 2023 - Present

Mera Pashu 360

Workdone:

- Accomplished both secondary and primary sales targets
- Oversaw distribution channels for animal feed products
- Successfully recruited and appointed new distributors
- Hired and trained new employees to achieve sales objectives

Business Development Manager

Apr 2023 - Aug 2023

Carnival's Fintech

Workdone:

- Led lead generation for new Forex trading accounts
- Effectuated opening of new client accounts

Area Sales Manager

Jul 2018 - Feb 2023

OLX INDIA PVT LTD

Workdone:

- Supported franchise owners with procurement and operational guidance
- Trained dealers and executives on the effective use of OLX Dealer App
- Identified franchise prospects, facilitated negotiations, and onboarding
- Managed sales and performance metrics for the East 2 Zone
- Oversaw franchise establishment, documentation, and training procedures
- Directed telemarketing efforts, securing a consistent customer base

- Cultivated an extensive network of 6 Direct Sales Managers (DSM)
- Managed franchise sales & operations including subscription business

Achievements:

- Inaugurated 12 franchises within 18 months
- Tripled qualification for incentive trips to Singapore, Thailand, and Indonesia

Territory Sales Manager
BHARTI AIRTEL LTD

Jan 2018 - Jul 2018

Workdone:

- Played an instrumental role in retailer recruitment and market expansion
- Coordinated product launches and retail channel distribution
- Managed sales and distribution of Airtel's mobility products

Territory Sales Manager
TELENOR INDIA PVT LTD

Jul 2016 - Jan 2018

Workdone:

- Handled market planning and execution for mobile services
- Engaged in retail mapping and strategic product placement

Territory Sales Manager
Reliance Communications

Sept 2014 - Jun 2016

Workdone:

- Implemented strategies for extensive retail channel product roll-out
- Spearheaded distributor management for prepaid business section

Territory Sales Manager
Bharti Airtel Limited

Jul 2012 - Aug 2014

Workdone:

- Aligned sales strategies to leverage Achievers Club recognition
- Enhanced retailer network, surpassing sales targets
- Drove sales initiatives across Mobility, DTH, and Airtel Money

Achievements:

- Earned a prestigious company trip to Macau and Hong Kong for outstanding sales performance

Territory Sales Manager
Reliance Communications

Apr 2011 - Jul 2012

Workdone:

- Increased market presence by establishing new merchant relationships
- Advanced company sales goals through strategic marketing efforts

Achievements:

- Recognized as a 'STAR Performer' in November 2011

Marketing Executive
The BRITISH LINGUA (PATNA)

Sept 2009 - Mar 2011

Workdone:

- Educated students to enhance their linguistic and personal development
- Boosted revenue by delivering a high level of candidate satisfaction

ACHIEVEMENTS

- Established 12 successful franchise locations within an 18-month time frame, increasing regional sales reach.
- Earned multiple accolades for sales excellence including qualifications for foreign incentive trips to Singapore, Thailand, and Indonesia.

LANGUAGES

English, Hindi, Bhojpur