

# Harneet Singh (Sales Professional-Mechanical)

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## Professional Summary

To achieve a technical sales position to use my technical skills and experience for mutual growth and benefit of the organization and me, preferably in Field Mechanical and Automation, etc.

## Skills & Core Competencies

- Negotiation Skills
- Brand Development
- Strong deal closer
- Team Leadership
- Business Development
- Ready to travel on the field extensively

## Work Experience

### Asst. Manager-Sales & Marketing at Zoloto Industries

Jalandhar –Punjab

December 2022– Current

- Designs sales strategies and processes.
- Generate business by taking the orders from new and existing **dealers**.
- Handle tenders through various **Non Government** and **Government** procurement portals, including **GEM**.
- Regularly check for updates/corrigendum on mails & portals.
- Analyzing RFQs, technical specification, contract documents, preparation of bid compliance, techno - commercial proposals, Scrutiny and review of Contracts/Tenders/Inquiry/Offer.
- Create and manage marketing campaigns across various channels, including digital media, prints and events

### Asst. Manager-Sales at Amazon Control Technologies Pvt. Ltd.

Lucknow –Uttar Pradesh

Oct 2021– Dec 2022

- Generate leads by visiting wide variety of industries **Power Plants, Sugar mills, Fertilizer Plants, Cement Plants, Food & Beverages** etc.
- Product handling make **KSB and ValvTechnology**
- Develop the business of **Aftermarket** and **Original Equipment** both
- Always take care of **Key accounts(Adani, Reliance and Tata and etc)** which provide the regular business and substantial profit for a number of years through repeat business mail

## **Sales Manager at Rudra Industries**

Lucknow -Uttar Pradesh

Jun 2018-August 2021

- Liaison & coordination with principals, local consultants & contractors
- Product Marketing and Sales of **Valves**.

## **Customer Relationship Executive at Auto Garage**

Kanpur –Uttar Pradesh

Nov 2014-April 2018

- Analyze customer's history with a company to improve business relationship with customer
- Retention of customers and manage the key accounts for companies growth

## **Business Development Executive at Just Dial Limited**

New Delhi-New Delhi

Sep 2012 - March 2014

- Achieve the monthly target for the team and company revenue
- Communicate with the customers and convert the potential customers into regular customers and the regular customers into loyal customers

## **Professional Trainings**

- Participated KSB meet 2021 and attend KSB Valve products training in Prayagraj.

## **Education**

### **Master's in Business Administration/2012**

Indian Institute of Planning and Management-New Delhi, India

### **Bachelor of Technology/2008**

Integral University-Lucknow, Uttar Pradesh, India

### **Intermediate/2004**

Pioneer Montessori Inter College-Lucknow, Uttar Pradesh, India

### **High School/2002**

Pioneer Montessori Inter College-Lucknow, Uttar Pradesh, India