

Abhishek Kumar Singh

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Summary

- Dynamic Sales Professional with a proven track record at Essity India Pvt. Ltd., Meril Endo-Surgery Pvt. Ltd. and Neon Laboratories, enhancing product visibility and driving regional growth. Expert in key account management and M.S. Office, I excel in building relationships and leveraging adaptable problem-solving skills to exceed sales targets. Committed to continuous learning, I've significantly contributed to strategic market entries and customer satisfaction improvements.
- Results-driven Territory Business Manager recognized for high productivity and efficiency in task completion. Possess specialized skills in strategic planning, market analysis, and customer relationship management. Excel at communication, leadership, and problem-solving to achieve sales targets and drive business growth.

Skills

- Constructive Outlook
- Adaptable Problem Solver
- Consistent Reliability
- Commitment to Continuous Learning
- Proficient in M.S. Office
- Goal setting
- Key account management
- Relationship building
- Verbal and written communication

Experience

11/2022 - Current

Territory Business Manager, **Essity India Pvt. Ltd. (Formerly Known As BSN Medical)**, Varanasi

- Examined client data to uncover growth prospects in the region.
- Implemented brand and sales strategy to showcase product value to key customers.
- Tracked competitive actions to foresee threats and opportunities.
- Created account plans detailing strategies for achieving business objectives.
- Enhanced product and service visibility at major events.
- Facilitated lead generation through organizing webinars and seminars.

02/2021 - 11/2022

Territory Sales Manager, **Meril Endo-Surgery Pvt. Ltd.**, Varanasi

- Enhanced regional sales through strategic market-entry approaches.
- Guided customers on product features to deliver optimal service.
- Built and maintained strong relationships with regional key customers.
- Mitigated customer grievances, resulting in improved service satisfaction.
- Developed sales plans designed to achieve revenue targets and business objectives.

04/2019 - 02/2021

Territory Sales Executive, **Neon Laboratories Ltd.**, Varanasi

- Acquired relevant expertise in a 22-month timeframe.
- Secured long-term business relationships by negotiating contracts and agreements with key clients.
- Identified and resolved issues affecting sales performance in the territory.

Accomplishments

- Winner of Essity Beliefs & Behaviors Q3-2024 for "Courage".
- Enrolled in Essity Newsletter "Essence-One Team One Dream" for achieving in 'Regional Success Stories-North' H1-2024
- Winner of Essity Beliefs & Behaviors Q3-2023 for "Care".
- Winner of Essity Early Eagle-2023 for FCC Campaign.
- Winner of Highest MITSU AB Sales in Meril Endo-Surgery Pvt. Ltd. for year 2021.

Activities

- Participated in UPMASICON-2024 BHU.
- Participated in PLATESCON-2022 at AMA.
- Conducted Round Table Meet of Varanasi's top Orthopedics.
- Conducted 15-20 activities of Advance Ortho and Advance Wound Care products at different hospitals
- Conducted Distributors Meet

Education

06/2016
Bachelor Of Science, Physics Mathematics Statistics
Harish Chandra P.G College, Varanasi
GPA: 54.5

01/2011
Intermediate, PCM
Sant Atulanand Convent School
GPA: 61

01/2009
High School
Sant Atulanand Convent School
GPA: 73.4

Languages

- English
- Hindi

Personal Information

- Father's Name- Anil Kumar Singh
- Mother's Name- Prem Lata Singh
- Marital Status- Married
- Date of Birth: 29th August 1994
- Hobbies- Traveling & Net Surfing.

Disclaimer

I hereby declare that all the information mentioned above is true and correct to the best of my knowledge.