CONTACT

HARKIRAT SINGH

harkiratsingh2112gill@gmail.com

9050224706

Sirsa road, Ellenabad , haryana- 125102

OBJECTIVE

Sales professional with 5+ years experience in Sales and team management looking for opportunities for growth.

EXPERIENCE

May 2019 -

- **BAJAJ FINSERV LIMITED**
  BRANCH SALES MANAGER
  Have taken over Mahendragarh branch with consumer durable finance and other cross sell products. Achieved the annual planned targets with average 70% cross sell.

  Started DIGITAL PRODUCT finance at mahendragarh location and grown the market by enrolling new dealers and sub-Locations.

  Maintained zero risk escalations and low FEMI SEMI bouncing for 22 month time period.

  Transfer to ELLENABAD location in march 2021. Managing 1 hub + 3 spoke branches and provided 50% YOY growth and achived annual planned targets with average 67% cross sell. Total number of dealers are 78.

May 2018 - May2019

- **BAJAJ FINSERV LIMITED**
  SALES OFFICER
  Joined Bajaj Finserv as Sales officer and started the consumer durable finance at ELLENABAD location.

  Job responsibilities were to provide services to dealers and achieve the dealer wise target. I was responsible for maintaining the dealer wise data like numbers, cross sell, paramet etc. Sold cross sell products like LI/GI and followed risk and compliance policies to minimize the default. Also provided training to the new joiners.

March 2017 - April 2018

- **WHIRLPOOL INDIA LTD**
  SALES EXECUTIVE
  Joined Whirlpool as Sales executive in SIRSA location were job responsibilities were to achieve the sales target with required product mix and provide the customer after sales service. Done Brand awareness with the help to marketing activities and on counter visibility.

EDUCATION

2016-2018

- **Guru jambeshwar university, hisar**
  MBA- Marketing management
  60%

2012-2016

- **Rajasthan technical university**
  B.TECH
  75%

2012

- **KV ALIPURDUAR JUNCTION, WB**
  12th
  80%

SKILLS

- EXCEL KNOWLEDGE- Knowledge of all the formulas (like v-lookup, pivot table etc.) required for dealer wise/ FOS wise and location wise tracking.
- DATA ANALYSIS- Experienced in preparing and analysing the data to understand the market trends and dealer wise/ location wise / fos wise growth degrowth and others reports.
- TECHNICAL SKILLS- Strong technical skills that helps in understanding and tracking the digital parameters required in business growth.
- LEADERSHIP- Experienced in dealer management, team building and team management.
- CREATIVITY- Experienced in conducting marketing activities (Loan mel, branding , leafletind etc.) for brand visibility and brand awareness.

AWARDS AND ACHIEVEMENTS

- 1. Awarded TOP performer in region in year 2019-20 for maintaining company parameters like e mandate, otp agreement, ckyc, wallet etc.

  2. I was in TOP 20 in Digital Wallet penetration in PAN INDIA level in year 2020-21.

  3. Awarded Top performer in region for highest WRITE RATE in year 2021-22.

LANGUAGE

- English Hindi Punjabi

PERSONAL DETAILS

- Date of Birth : 21/12/1994
- Marital Status : Single
- Nationality : Indian