

## CURICULAM VITAE

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NAME: **SANJEET KUMAR SINHA**

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### Summary of Skills and Experience:

Sales Manager with vast experience training and supervising sales staff while planning and implementing sales strategies over a multi-state territory. Seeking to bring my proven track record of launching successful marketing campaigns and team leading into a senior management position. Enriched my career in software & Hardware field to provide customer solution and completed work. Highly motivated and result oriented marketing professional in Hardware and Software, proven track record in generating leads.

### Career Objective:

To emerge as a successful Sales/ Marketing professional to forward the organizational objective and enrich my best image in the organization by using right knowledge and skill. To enhance the business and profit of the organization.

### Core Competencies:

- Sales & Marketing, business Development, Team Management, Key Account Management and Customer close relationship.
- Operating Management: Understanding how different operating systems manage hardware and work with software. Obtained Oracle Infrastructure certificate course.
- Website Development work of RRDA, Ranchi and obtained website completion certificate.
- Office work on customize ERP software & License work of Adobe, Oracle and Microsoft.
- Trained and mentored new team members, enhancing their skills and fostering a cohesive work environment.

### Work Experiences:

#### **1. Company Name : Sigma e solution Pvt. Ltd.**

(From Sept' 2022 to Jan'2024.)

**Designation :** Sr. Sales Manager

**Posting :** Ranchi (Jharkhand)

**Products :** Computer hardware solution, OEM license, Firewall, Server and software service solution, CCTV

#### Key Job Profile:

- Area handling, focus on Sale with MIS. Convey/implement H.O. marketing policy.
- Develop new channels and conducting event management for more market coverage.
- Government tender business/ Private and corporate business.

#### Achievement:

- Achieved IT hardware, grab business of A3/A4 Multifunction Printer, Desktop computer, Firewall/UTM, Consumables and other products.
- Obtained Oracle Infrastructure certificate course.
- Adobe license given to St. Xavier College, Ranchi.
- Website Development work of RRDA, Ranchi and obtained website completion certificate.
- Website Development AMC works of IICM, Ranchi.
- Won "Best MIS Award" of the F/Y 2022-23.

#### **2. Company Name : Alliance Digitech Private Limited.**

(From July'2014 to December' 2020.)

**Designation :** Business Manager

**Posting :** Uttar Pradesh/ Delhi

**Products :** Konica Minolta Copier Machine, Kyocera MFP, Brother Printers

#### Key Job Profile:

- Area handling, focus on Sale with MIS. Convey/implement H.O. marketing policy.
- Develop new channels and conducting event management for more market coverage.
- Focus on potential DTC market and placement /execution of the materials to the distributor destination.
- Competitor tracking record & knowledge and convey to H.O.

**3. Company Name : Vijai Shree Writing Concept (P) Limited.**

(From July'2013 to June 2014.)

**Designation :** Sales Manager  
**Posting :** Jharkhand / Bihar

**Products :** Electronics Printer, DLP Projector, OHP Projector Interactive Board, LED Display Board  
Electronic Products, Writing Boards.

Key Job Profile:

- Branch handling, focus on Sale with MIS. Convey/implement H.O. marketing policy.
- Develop new channels and conducting event management for more market coverage.
- Channel development with potential market and potential customer.

**4. Company Name : Kores (India) Limited.**

(From April 1999 – July 2012)

**Designation :** Area Sales Manager (Branch Head)  
**Posting :** Nepal, Bihar and Jharkhand.

**Products :** LCD/DLP Projectors & its Screen, Electronic Label Printers, Stationery items, School Projectors, Secura Electronic Digital Safe, and variety of writing boards Walk N Talk Voice Amplifier, Note Counting Machine, Currency checker Machine, Photo copier Machine.

Key Job Profile:

- Branch handling, focus on Sale with MIS. Convey/implement H.O. marketing policy.
- Share suggestions and implementing various promotional ideas and schemes.
- Team development to promote sale of the branch and market coverage for development of branch revenue.
- Develop new channels and conducting event management for more market coverage.

Achievements:

- Achieved budgeted volume and value of the region.
- Handled Nepal Territory ,Bihar and Jharkhand
- Ranchi branch Achieved-126% growth marked as the best branch in East Zone in F/Y 2005-06
- .Won 'Best Joint Presentation' award in East Zone Sales Conference Power Point Presentation in F/Y 2010-11.

Academic Qualification

- Graduate from Vinoba Bhawe University, Hazaribagh Obtained Oracle Infrastructure certificate course.
- Done Diploma in Sales & Marketing Management from NIS, Patna
- Having knowledge in computer application.

Personal Profile

Date of Birth : 06.01.1970  
Father's Name : Mr. Alakh Kumar Sinha  
Nationality : Indian  
Languages Known : English, Hindi  
Location : Ranchi (Jharkhand)