**SINCHAN SINHA**

Contact No.: 7897100384 ~ E-Mail: sinchans02@gmail.com

Proactive and creative International sales professional with **12 years of experience** and a demonstrated record of achievement in conceiving & implementing ideas that fuel market place presence and drive revenue, seeking senior level assignments in sales & business development with an organization of high repute preferably in Manufacturing Industry.

**Multinational Sales/Exports Management**

**Business Development/Operational Excellence/Logistics Management**

Internationally acclaimed professional possessing an impressive record of carrier advancement along with excellence in reducing costs and maximizing profitability through the successful account and customer relationship management approaches, and the introduction of strategic, productivity-enhancing initiatives.

Broad knowledge base and skill set incorporates strong command of all areas of business management and development, as well as expertise delivering sales and logistics administration across multiple industries and sectors. Talent for coordinating interdepartmental functions and cross-functional teams to exceed targeted objectives. Strong capacity to promote workforce stability and efficiency through strong sensitivity and multicultural literacy. **Core competencies include:**

International Sales/Exports Management Financial and Contract Negotiation Tenders Handling (Overseas)

Handling Defense/Security Sectors Budgeting Cross Functional Team Coordination

Market Research & Analysis Product Positioning /Promotion Techno-Commercial Operation

Negotiation & Convincing Skills Team & Time Management Profit and Loss Management

**INDUSTRIAL VISITS**

Conducted multiple foreign visits to:

* Australia, Japan, Philippines, Vietnam, Thailand, Malaysia, Singapore, Hong Kong, Myanmar, Indonesia, Sri Lanka, South Korea, Nepal, Qatar and Dubai for Business Development

**WORK EXPERIENCE**

**MKU Limited, Kanpur, India**

**March ’15 till date: Deputy Manager-International Sales (Asia Pacific and Australia)**

**March ’13 to February ’15: Assistant Manager-International Sales (North America)**

**Key Result Areas:**

* **Increased sales by 415%** over previous year resulting in total annual revenues exceeding i.e $41.7 million ($8.1 million).
* Successfully met and exceeded the assigned revenue targets for the Multinational Team, pipeline management, strategic account planning and execution.
* Handling key clients which include end users such as Law Enforcement Agencies, Department of Defense, Security Companies and Shipyards.
* Managing and appointing channel partners, agents across my region.
* Successfully trained the channel partners in over 25 countries for development and handling of the project leading to an overall increase in profitability and efficiency.
* Attending trade shows for networking.
* Manage and oversee sales marketing trend data.
* Managing the existing accounts as well as prospecting the new customers.

**Highlights**

* Frequent visits to the Asia Pacific Region with the purpose of market identification and product positioning.
* Won the tenders and attained the product sales for Government and Commercial customers.
* Handling/interacting with the top level Government Personnel.
* Interfacing with UN agencies and peace keeping missions including US AID, UNESCO, WFP, IFAD and so on across Asia & delivering on time projects
* Interacting with the Embassy and High Commission of the various countries for references and networking.
* Responsibly handled the country to country compliances and documentations.

**Hindustan Unilever Network Ltd., New Delhi**

**May ’11-Feb ’13: Assistant Sales Manager**

**Key Result Areas:**

* Managing profitably and growing HULN business at UP, Rajasthan, Delhi NCR and Haryana.
* Achieving revenue and profitability targets
* Business Planning and Sales forecasting
* Conceptualizing and implementation of Sales and Recruitment Actions
* Managed the performance of 9 distributors with an average of 300 dealers per distributorship.
* Team Recruitment, training and development, monitoring the performance of team members to ensure efficiency in sales operations and meeting region targets.

**Highlights**

* Won the Best Team Performance Award in 2012

**Oriflame (India) Pvt. Ltd, Lucknow, India**

**July ’6-April ’11: Key Account Executive**

**Key Result Areas:**

* Achieved the sales target of the branch year by year
* Business Planning and Sales forecasting.
* Handling customer service points of UP & Uttaranchal
* To motivate the business partners (consultants)
* Handled more than 10,000 consultants
* Responsible for new products launch every month.
* Successfully implemented the LIFO, FIFO system in the warehouse

**Highlights**

* Successfully organized training which lead to opening of 5 new service points.

**ACADEMIC DETAILS**

2011: Master of Retail Operations from Sikkim Manipal University

2004: Bachelor of Arts from Lucknow University

2000: Intermediate from UP board (PCM Group)

**IT SKILLS**

* Well versed with MS office (Word, Excel & PowerPoint) and Internet Applications

**PERSONAL DETAILS**

Date of Birth: 17th October 1982

Contact Address: 504 Shristhi Suraj Apartment GT Road , Kanpur – 208007, UP, India

Languages Known: English and Hindi

Location Preference: Delhi/NCR, Lucknow, Kanpur and Overseas,