

Abhishek Singh

Cluster Manager

Enthusiastic and optimistic sales professional with more than 6 years of experience as a Sales Domain. Skilled at developing and maintaining business relationships and highly committed to working with a team to achieve sales target.



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WORK EXPERIENCE

Cluster Manager - Premium Accounts PhonePe Private Limited

10/2023 - Present

Jharkhand

Achievements/Tasks

- As a Cluster Manager, I lead a dynamic team of 21 Premium Accounts Executives in the Dhanbad, Bokaro, Asansol, Durgapur and Deoghar districts. My role involves overseeing the EDC, Qr, Lending, Smartspeaker business segments, focusing on premium and mass premium outlets. I am dedicated to driving growth and ensuring the success of our premium accounts in these key markets.

Senior Territory Sales Manger Phonepe Private limited

02/2023 - 10/2023

Dhanbad

Achievements/Tasks

- Senior Territory Sales Manager with a proven track record in leading successful teams and driving business growth. managed Dhanbad, Bokaro, and Deoghar territories with a team of 25 BDAs, 10 BDEs, 4 Distributors, and 200+ DFOS. Specializing in QR, SMARTSPEAKER, and Lending business.

Territory Sales Manager Phonepe Private Limited

02/2021 - 02/2023

Dhanbad

Achievements/Tasks

- My role was to drive the adoption and usage of the PhonePe app among merchants and customers in Dhanbad. I am responsible for recruiting, training, and managing a team of field executives who are responsible for on-boarding merchants, servicing, Smart Speaker sales and educating them about the benefits of using PhonePe & PhonePe for business application for their transactions.

EDUCATION

Graduation Binod Bihari Mahato Koylanchal University

03/2016 - 04/2019

Dhanbad

Courses

- Bachelor In Commerce

SKILLS

B2B

B2C

Microsoft Office

Key Markup Language

Account Management

Key Accounts

Sales Processes

Distribution

Recruiting

Relationship Development

Leadership

ACHIEVEMENTS

- * Winner at various level of quiz & debates In school.
- * Smart Speaker Championship - Purple Cap winner
- * Smart Speaker Championship - Orange Cap winner
- * Eastern Championship League - Highest KYC

LANGUAGES

Hindi

Native or Bilingual Proficiency

English

Full Professional Proficiency

Khortha

Native or Bilingual Proficiency

INTERESTS

Learning New Things

Travelling

Creating Memes

Swimming

Singing