

RESUME

Rajwinder Singh

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Tehsil Jaito , Distt Faridkot

PIN:151202

Career Objective

Dedicated and results-oriented individual with a diploma in Mechanical Engineering, seeking to leverage strong organizational skills into service industry. Eager to apply practical experience and academic background to optimize supply chain operations and enhance customer satisfaction.

Professional Experience – Sales Executive in Goka Cattle Field (April 21 – March 22)

- Exceeded annual sales targets by an average of 25% through a strategic approach to customer acquisition and retention.
- Collaborated with cattle farmers and feedlot operators to identify their specific livestock nutrition needs and offered customized feed solutions.
- Conducted product demonstrations and educational seminars to showcase the benefits of our cattle feed products.
- Built and maintained strong relationships with a diverse client base, earning a reputation as a trusted advisor and reliable source of industry knowledge.
- Managed a territory covering Dera Baba Nanak - Gurdaspur Distt and consistently expanded market share through effective sales strategies.
- Stayed current on industry trends, regulatory requirements, and competitor offerings, providing valuable market insights to the company.
- Worked closely with the production and distribution teams to ensure on-time product deliveries and inventory management.
- Managed inventory levels at distributor level to avoid stock out and sales loss.
- Demonstrated a strong willingness to learn and adapt to the fast-paced environment.

Education

- I.T.I Welder Passed from Punjab State Board of Technical Education & I.T. Chandigarh.
- Diploma passed in Mechanical Engg. From Punjab State Board of Technical Edu.& I.T. Chandigarh.
- 12th passed from PSEB Mohali.

Personal Details

- Date of Birth 20-04-1990
- Father Name - Ramesh Singh
- Nationality - Indian
- Marital Status – Unmarried
- Gender - Male