

ALOK SINGH- RESUME

Working as Sales Manager in ASAHI ROPES PVT. LTD.

+ 91-9044297994

aloksingh0567@gmail.com

Iqama. 2285903320

Passport No. M2839636

CAREER OBJECTIVE:

A team player with sound knowledge and skills for man management and getting the maximum out of the team and want to be a part of a growing concern, learn from it and to integrate my personal expertise with the company's goals.

INDIA WORK EXPERIENCE:

EFFECT MEDIA MANAGEMENT: Jun 2009 to Jan 2010

Worked as Marketing Manager in EFFECT MEDIA management advertising company in Dehradun.

ASAHI ROPES PVT LTD: 17th Feb, 2021- TILL DATE

Working as Sales Manager.

Asahi Ropes Pvt Ltd is one the largest and leading manufacturers of Steel Wire ropes India. Company is market leader since 1986. It is having 3 massive plants with state of art town testing facilities. Turnover is around 100 Cr, it fulfils the requirements of nearly all sectors like Infra, Mining, Elevators, Cranes, Shipping, Government, OEMs, Semi Governments. The quality is the prime focus on the company. The monthly production is nearly 500 MT (single shift). Company is in growing phase and increasing its business basket and capacity. Having each Indian state, company is capable to cater each and very demand of clients at fast pace and satisfaction. Company manufacturing Steel wire ropes in range between 3mm to 52mm at present in different classification namely in SS ropes in grade 304, 316, 316L, Galvanized, High carbon ropes. Sling making in house facility is also there. Plants are having all world class facilities to ensure the best product in the industry.

- **Looking after Infrastructure sector on behalf of the company PAN India basis.**

SOME OF THE KEYS CLIENTS ARE:

ADANI GREEN ENERGY LTD, RELIANCE INDUSTRIES LTD, NCC, HCC, L&T, SHANGAI TUNNEL, ARCELOR MITTAL, YFC, AFCONS, ITD CEMENTATION, JKUMAR, NAVYUGA ENGG, PATEL INFRASTRUCTURE LTD, PATEL ENGINEERING, HERITAGE INFRA SPACE, GAJA CONSTRUCTION, VISHWASAMUDRA, KEC, GR INFRA, AURA INFRA, RAMKY INFRASTRUCTURE, KALPATATRU PROJECTS INTERNATIONAL LTD, VIRENDRA CONSTRUCTIONS, RAM KUMAR CONTRACTORS, RANJEET BUILDCON, MONECARLO LTD, DINESH CHANDRA R AGRAWAL, AMARA RAJA INFRA PVT LTD, ISC INFATECH, ASHOKA BUIDCON, MKC INFRASTRUCTURE LTD, HG- INFRA ETC.

- **Looking after the vast territories of Gujarat, Maharashtra**

- Having deep penetrations in the core market, serving Actual users and distributors.
- Hawk eye on market conditions, price fluctuations, market demands, paymentflows etc.
- Responsible for payment cycles, ensure timely payments from the customer's end.
- Having very strong PR with the clients.
- In installing of time to time stalls in Exhibitions highlighting the company products and promotion.
- Extensive touring all over India as a practice to understand time to time needs and demands of the clients.
- Regular meeting with management and discuss the further scope of business for company growth.
- Grooming Back office and sales coordinators time to time to ensure better teamwork and high efficiency.

ABROAD EXPERIENCE:

SAUDI BULK TRANSPORT LTD & SENDDEX: Feb 2010 to June 2011

Work experience as maintenance in-charge as part of ABT (XANAL Group)

KHALID SAEED AL HAJRI CO. LTD. (TYRE) DAMMAM KSA: AUG2011 TO JAN2012

Working as Sales Executive

CONTINENTAL FREIGHT, AL MAJDOUIE, DAMMAM, SAUDI ARABIA: FEB 2012 TO JAN 2013

Sales/Operation & Administrative Coordinator

AL-KHOBAR TOWERS CONT. EST.(DAMMAM) K.S.A: FEB2013 TO FEB 2020

Worked as Sales Executive; the company was in Rental Business of Heavy Machinery, like Generator, Compressor, Welding Machine, Fork Lift, Tower light, Telehandler, Cranes, Man Lift etc. I was working in Dammam Head office & was looking after Entire Eastern region.

SOME OF THE KEY CLIENTS OF SAUDI ARABIA WERE:

ALMADOUIE, ERAM GROUP, FUTURE PIPE, SPTC, MIS, AL SHALAWI, ASMAEL, ISAM KABBANI, TEKYAPI CONSTRUCTION, JGC, L&T, ASMAEL, ADC, SAIPEM, KCA DEUTAG, HUTA, JIDS, NPS, WEATHERFORD, NABORS, NESMA PARTNER, HALLIBURTON, AL QARYAN STEEL, SAUDI AMANA, RED SEA, SATCO, ABB, RAWABI, CCCC, HANWHA, ALDOSSARY, SCCO, OASIS, AL YAMAMA ETC.

AREA OF SPECIALIZATION: SALES & MARKETING MANAGEMENT & HUMAN RESOURCE MANAGEMENT.

EDUCATIONAL QUALIFICATION:

- Master of Business Administration Degree
- UTTARAKHAND TECHNICAL University, DEHRADUN (2009), India
- Bachelor of Arts Degree
- VBS Purwanchal University (2005), Jaunpur U.P.INDIA
- XII Standard
- Mehrawan college (UP Board), Jaunpur (2002) UP.INDIA
- X Standard from R.D.M. SIYA
- Inter college (UP Board), Jaunpur (2000) UP.INDIA

COMPUTER SKILLS :

- Inducer of SAP like creation of PO, PR, Job order, GR
- Practiced Operating Systems: Windows2000, Windows XP.
- Practiced Office Package: Microsoft Word, Notepad, Microsoft Excel, Microsoft
- PowerPoint, Microsoft Outlook Express, Internet Explorer.
- Working in EMIS

HOBBIES :

- Traveling, Net Surfing, Playing all type of outdoor game.

PERSONAL DETAILS:

- Father's Name : Mr. Ajay Kumar Singh
- Date of Birth : Nov 03, 1985
- Gender : Male
- Nationality : Indian
- Marital Status : Single
- Languages Known : English, Hindi, Urdu, Arabic
- Permanent Address: Mayur Vihar, Phase 3, New Delhi, India.

REFERENCES : Website , online**DECLARATION :**

I hereby declare that the information furnished above is true to the best of my knowledge.