

COVER LETTER

Respected Sir / Mam,

This is Shailender Singh.A, looking for job opening as my area of interest. If you find my skills right please favour me with an interview. I am attaching my resume along with this. Please accept it and process it. Ability to work in fast paced environment with multiple tasks. Team player and possess good communication skills.

Having a rich **18+** years of experience in **FMCG** sector working through understanding of operations and business requirements. Strongly believe to establish clear leadership in the process of implementation & create a benchmark in functioning.

QUALIFICATION: Graduation from Dr.BR. Ambedkar Open University, Hyderabad. B.A

PEPSICO.

Designation: Quality Salesman (QSM)

Department: Retail Sales & Distribution

Team Size : 11 Distributors

Tenure : 1st Aug 2006 to 30th April 2014.

DIABLISS CONSUMER PRODUCTS PVT.LTD.

Designation: Area Sales Manager

Department: Sales & Distribution

Tenure : 5th May 2014 – 31st Mar 2018

VRS FOODS LTD.

Designation: Area Sales Manager

Department: Sales & Distribution

Tenure : 2nd April 2018 – 30th June 2019

DOMS INDUSTRIES PVT.LTD.

Designation: Area Sales Manager (Modern Trade)

Department: Modern Trade Sales

Tenure : 1st July 2019 – 05th Dec 2020

BRIGHT LIFECARE PVT.LTD.

Designation: Area Sales Manager

Department: Sales

Tenure : 16th Aug 2021 – 31st March 2022

ABR CAFE AND BAKERS PRIVATE LIMITED.

Designation: Area Sales Manager

Department: Sales

Tenure : 23rd Apr 2022 – 14th Nov 2024.

CURRICULUM VITAE

SHAILENDER SINGH ANGUWALA

07569840283, omsajp@gmail.com

**Address: 3-4-768/1/1 3rd floor Opp ICICI Bank lane,
Barkathpura, Hyderabad, Telangana – 500027.**

OBJECTIVE:

Ability to work in fast paced environment with multiple tasks. Team player and possess good communication skills. Having a rich **18+** years of experience in **FMCG** Sector working through understanding of operations and business requirements. Strongly believe to establish clear leadership in the process of implementation & create a benchmark in functioning.

QUALIFICATION:

Graduation from Dr.BR. Ambedkar Open University, Hyderabad. B.A

TECHNICAL SKILLS

Operating Systems: MS DOS, Windows. Office Applications: MS- Office, MS-Excel, Power Point, Pivot.

PROFESSIONAL EXPERIENCE:

PEPSICO.

Designation: Quality Salesman (QSM)

Department: Retail Sales & Distribution

Team Size: 11 Distributors

Tenure: 1st Aug 2006 to 30th April 2014.

Job Responsibilities: Handling retail sales (General Trade) for PEPSICO, Sec-bad Territory. Monitoring Primary & Secondary Sales in the Territory. Monitoring Stock Availability in distributor's point. Responsible for Increasing Market Revenue in the Territory. Monitoring Stock & Product Availability in Retail Outlets. Breaking Coca Cola outlets. Collecting cash/ cheque from distributors.

DIABLISS CONSUMER PRODUCTS PVT.LTD.

Designation: Area Sales Manager

Department: Sales & Distribution

Tenure: 5th May 2014 – 31st Mar 2018

Job Responsibilities: Development of New retail counters in and around Telangana, Andhra Pradesh and part of Karnataka. Monitoring Stock Availability in distributor's point. Existing retail development. Monitoring Stock & Product Availability in Retail Outlets. Organizing promotions in retail and other promotions as per guideline through promoters for lead generation. Appointment of sales executives under company role for entire areas. Co-ordination with dealers & retailers for orders and payments.

VRS FOODS LTD.

Designation: Area Sales Manager

Department: Sales & Distribution

Tenure: 2nd April 2018 – 30th June 2019

Job Responsibilities: Appointing New SS & distributors. Development of new Standalone, A, A+, and Institutional outlets in and around Telangana and Andhra Pradesh. Monitoring Stock Availability at SS & distributor's point. Existing retail development. Monitoring Stock & Product Availability in Retail Outlets. Monitoring Competitors activities. Organizing promotions in retail and other promotions as per guideline through promoters for lead generation. Co-ordination with dealers & retailers for orders and payments.

DOMS INDUSTRIES PVT.LTD.**Designation:** Area Sales Manager (Modern Trade)**Department:** Modern Trade Sales**Tenure:** 1st July 2019 – 05th Dec 2020

Job Responsibilities: Monitoring Primary and secondary sales of 3 states Telangana, Tamilnadu and Kerala. Sales promotion and merchandising of the product in the market at consumer point of level. Coordination for generating POs and follow up for payments. Maintaining and increasing sales of company's products and reaching the targets and goals. Establishing, maintaining and expanding customer base. Setting sales targets for individual team members. Allocating areas to team members. Developing sales strategies and setting targets. Monitoring team's performance and motivating them to reach targets. Compiling and analysing sales figures. Keeping up to date with products and competitors. Execution of promotion activities in the market.

BRIGHT LIFECARE PVT.LTD.**Designation:** Area Sales Manager**Department:** Sales**Tenure:** 16th Aug 2021 – 31st March 2022

Job Responsibilities: Appointing new SS & distributors. Development of new A, A+, Standalone and MT outlets in and around Telangana and Andhra Pradesh. Monitoring Stock Availability at SS & distributor's point. Existing retail development. Monitoring Stock & Product Availability in Retail Outlets. Monitoring Competitors activities. Organizing promotions in retail and other promotions as per guideline through promoters for lead generation. Co-ordination with dealers & retailers for orders and payments.

ABR CAFE AND BAKERS PRIVATE LIMITED.**Designation:** Area Sales Manager**Department:** Sales**Tenure:** 23rd Apr 2022 – 14th Nov 2024.

Job Responsibilities: Appointing New distributors. Responsible for Increasing Market Revenue in the Territory. Handling retail sales General Trade, Standalone and MT outlets in and around Telangana and Andhra Pradesh. Monitoring Stock Availability at SS & distributor's point. Existing retail development. Monitoring Stock & Product Availability in Retail Outlets. Monitoring Competitors activities. Organizing promotions in retail and other promotions as per guideline through promoters for lead generation. Co-ordination with dealers & retailers for orders and payments.

STRENGTHS:

Patience, Positive Attitude, Team Player, Motivator, Confident and Task oriented.

HOBBIES:

Playing Cricket, Listening to Music, Learning new things and Reading Sports Magazines.

OTHER INFORMATION:

Participated in Cricket league matches in Hyderabad.

PERSONAL DATA

Name : SHAILENDER SINGH ANGUWALA
Father Name : SHRI BAJRANG JI
Date of Birth : 27-March-1981
Gender : Male
Nationality : Indian
Marital Status : Married
Languages Known : English, Hindi, and Telugu

Date:**Place:****[SHAILENDER SINGH.A]**