

Vikram Singh

REGIONAL SALES
MANAGER



Contact

+91 94140 10203

vikram.singh@email.com

Jaipur, India

linkedin.com/in/vikramsingh

Skills

Territory planning

Distributor management

Key accounts

Team coaching

Trade marketing

Negotiation

Tools

Salesforce

SAP SD

Excel

Power BI

Languages

Hindi

English

Rajasthani

Profile

Sales leader with 10 years in FMCG and B2B distribution across North India. I build teams that hit their numbers, open new territories and keep partners loyal.

Experience

Regional Sales Manager

2020 — Present

Saffronleaf Foods, Jaipur

- Lead a team of 28 across Rajasthan and Haryana; ₹95 crore annual target.
- Grew the region 22% year on year for three straight years.
- Added 1,800 new retail outlets through a rural distributor programme.

Area Sales Manager

2016 — 2020

Pinecrest Retail, Jaipur

- Managed 9 distributors and 3,000 outlets across five districts.
- Launched a modern-trade channel that reached ₹12 crore in two years.

Sales Officer

2014 — 2016

Saffronleaf Foods, Udaipur

- Opened 400 outlets in a new territory within the first year.

Education

MBA, Sales & Marketing

2012 — 2014

Sunrise Institute of Management

B.Sc.

2009 — 2012

Ganga Valley University

Awards

- Top Region Award, 2022 and 2023