



GURPREET SINGH

SALES MANAGER

PROFILE

I am a hard-working and driven individual who isn't afraid to face a challenge. I am passionate about my work and i know how to get the job done. I would describe myself as an open and honest person who doesn't believe in misleading other people and tries to be fair everything i do.

CONTACT

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LINKEDIN LINK
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EDUCATION

CARRICK INSTITUTE OF EDUCATION, AUSTRALIA
DIPLOMA OF HOSPITALITY MANAGEMENT
10/4/2007 TO 13/7/2008

CARRICK INSTITUTE OF EDUCATION, AUSTRALIA
CERTIFICATE 111 IN HOSPITALITY COMMERCIAL COOKERY
10/4/2007 - 13/7/2008

CARRICK INSTITUTE OF EDUCATION
ENGLISH OF VOCATIONAL EDUCATION, AUSTRALIA
15/1/2007 TO 23/3/2007

FABACADEME, UDEMY
DIPLOMA IN NUTRITION
21/5/2019

INTERNATIONAL BUSINESS MANAGEMENT INSTITUTE, BERLIN
GERMANY
16/5/2019
LEADERSHIP AND TEAM DEVELOPMENT

WORK EXPERIENCE

CHISEL INDIA ,BRANCH SALES MANAGER
1/9/2017-30/11/2023

1. ACHIEVING SALES TARGET
2. TEAM MANAGEMENT
3. SALES STRATEGY DEVELOPMENT
4. CUSTOMER RELATIONSHIP MANGEMENT
5. MARKET ANAYLYSIS AND RESEARCH
6. PERFORMANCE MONITORING
7. BUDGET MANAGEMENT
8. COMPLAIANCE AND RISK MANAGEMENT

SALES MANAGER AND CENTER MANAGER, SNAP FITNESS
1/5/2016- 31/8/2017

1. IDENTIFYING NEW BUISNESS OPPORTUNITIES
2. STRATEGIC PLANNING
3. BUILDING AND MAITAINING RELATIONSHIP
4. LEAD GENERATION AND CONVERSION
5. PROPASAL AND PITCH DEVELOPMENT
6. NEGOTITION AND CLOSING DEALS
7. MARKET AND ANALYSIS RESEARCH
8. COLLABRATION AND INTERNAL TEAMS
9. PROJECT MANAGEMENT
10. PERFORMANCE MONITORING AND REPORTING

PROJECTS:

Pre-Sales Campaign launch at Chisel
India
1/9/2017-19/11/2017

1. DEFINE TARGET AUDIENCE
2. BUILD HYPE AND AWARENESS
3. HOST PRE-OPENING EVENTS
4. LEVERAGE PARTNERSHIPS
5. CAPTURE LEADS
6. PROVIDE VALUE-ADDED CONTENT
7. TRACK AND MEASURE RESULTS

HONORS AND REWARDS

1. Sales manager of the year 2018

– **Chisel Pitampura** Recognizes outstanding leadership, coaching, and management skills demonstrated by achieving sales team performance individually and fostering a culture of excellence.

2. IFBB PRO Bodybuilding and Fitness Victoria Championships, Australia, Melbourne

ADDRESS

17B Al Rossa st.
Flat 39, Sharif DG
Dubai, UAE

Reference:

Mr Taj Mohammad
+971-0507428022

LA PORCHETTA MELBOURNE AUSTRALIA, SOUS CHEF

1/12/2011–10/4/2016

1. ASSISTING HEAD CHEF
2. MENU PLANNING AND DEVELOPMENT
3. FOOD PREPARATION AND COOKING
4. KITCHEN MANAGEMENT
5. INVENTORY MANAGEMENT
6. QUALITY CONTROL
7. STAFF TRAINING AND DEVELOPMENT
8. STAFF TRAINING AND DEVELOPMENT
9. HEALTH AND SAFETY COMPLIANCE
10. CUSTOMER SATISFACTION
11. TEAM LEADERSHIP

DOHERTYS GYM 24/7, SALES AND FITNESS MANAGER

1/3/2011–31/3/2015

1. STAFF MANAGEMENT
2. PROGRAM DEVELOPMENT
3. MEMBER ENGAGEMENT AND RETENTION
4. FACILITY MANAGEMENT
5. BUDGET MANAGEMENT
6. SALES AND REVENUE GENERATION
7. PERFORMANCE MONITORING AND EVALUATION
8. CUSTOMER SERVICE AND FEEDBACK

SKILLS

1. TRAINING
2. MARKETING
3. BUDGET MANAGEMENT
4. GOOGLE SUITE
5. SOCIAL MEDIA MANAGEMENT
6. OFFICE SUITE
7. CONTENT DIGITAL MARKETING