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SUMMARY

Highly disciplined and ambitious individual who always invests maximum effort into his job. My success is attributed to my rapid learning ability and sharp focus which has allowed me to consistently exceed the expectations in my job. I understand the value of teamwork and believe that my strengths are being perspicacious and building strong relationships with my customers by using engaging methods.

SKILLS

- Customer demand analysis
- New business development
- Customer relationship management and retention
- RFx Management
- E-Procurement Platforms
- Time management
- Cost Reduction & Budgeting
- Data analysis
- Data entering
- Forecasting & Demand Planning
- Power BI / Tableau / Excel
- Communication & Reporting

Mandeep Singh

WORK EXPERIENCE

Sales Account Executive Manager (Current, since 2021 January) Arrow Electronics, Inc (Canada)

- **Cross-Functional Coordination:**

Engaging and coordinating with all internal teams, including executives, to ensure alignment and delivery of plans.

Utilizing effective communication and collaboration skills to facilitate cross-functional cooperation. Received Recommendation from General Manager on outstanding coordination and management between the teams during critical line down situations.

- **Negotiating Agreements:**

Negotiating agreements with customers to achieve mutually beneficial resolutions to complex matters. Understanding customer needs and aligning solutions with long term business growth objectives. Consecutively for 2 years, quoted and won bid for electronic parts resulting in 180% increase in business year to year.

- **Business Development:**

Proactively identify and capitalize on opportunities to introduce new and innovative solutions to key accounts. Stay attuned to market trends and customer preferences, refining strategies to deliver tailored solutions that drive client satisfaction and business growth. Responsible for USD \$30 Million business through dedicated market. Using Power BI to analyze sales data and metrics to identify areas for improvement and implement necessary changes. Integration with other SAP or third-party systems and ERP.

- **B2B Sales and Channel Management**

Apply extensive expertise in B2B sales and channel management to effectively engage key accounts and expand market reach. Making sure the mix of business net margin as well as Top line.

Develop and implement targeted strategies to optimize sales channels, elevate customer acquisition efforts, and bolster retention rates. Responsible for handling distribution sales of some of the biggest Original Equipment Manufacturer through out the east cost and USA.

Supply Chain and Finance Representative (Previous, from 2019-2021) Loblaw Companies Limited (Canada)

- Investigate and resolve consignment return discrepancies, identify root causes, and implement corrective actions.

- Proactively identify and communicate potential stock or allocation issues. Identify areas for improvement and process optimization

- opportunities, and collaborate with stakeholders to scope and implement solutions.
- Ensure the management and documentation of business and system processes are captured and managed through the use of Microsoft based tools.
 - Analyze supply chain performance and identify opportunities for cost reduction, process improvement, and service enhancement.

EDUCATION

- **Masters in Supply Chain & Logistics (2019-2020)**
Cape Breton University (Nova Scotia, Canada)
 - **Bachelors in Logistics Management (2016-2019)**
University of Petroleum and Energy Studies (India)
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