Vivek Singh

**Business Development Executive**

Ghaziabad, INDIA

 Mobile: +919717501499 Email: vivek.vicky.singh7@gmail.com

**Personal profile**

A motivated, money driven university graduate looking for an opportunity to join a leading marketing organization. Familiar with the identification of prospects, cold calling, attending client meeting, account management and services demonstrations. Positive, energetic, focused and eager to further grow and develop existing business skills.

Currently looking to join a successfully company that invests in its people and provides in house training.

**Areas of expertise**

-Business development -Brand awareness

-Account management -Cold calling

-Product demonstration -Manage pipelines

**Work experience**

**BUSINESS DEVELOPMENT EXECUTIVE (08/2018 to 12/2019)**

Capline Services, Noida, INDIA.

-Leveraged existing network of contacts with new commercial prospects.

-Cold and warm called new and existing accounts per day.

-Collaborated with account executives to penetrate new accounts, identify potential customers and coordinate product demonstrations.

-Generated business development awareness by implementing in-depth sales and marketing training programmes.

-Handled client inquiries with exceptional professionalism and enthusiasm.

-Identified, coordinated and participated in client relationship-building activities and meetings.

-Researched economic processing factors to determine best process and sales strategies.

-Developed growth plans by identifying key clients, key targets and priority service lines.

-Improved customer acquisition rates through targeted discussions on market segmentation and pricing strategies.

**Professional Summary**

-Skilled Business Development Executive specializing in development of marketing and promotion plans for communications technology clients.

-Influential business pioneer with exemplary track record of cultivating talent and directing cohesive and focused sales teams.

-Skilled at establishing and maintaining strategic partnerships to generate essential business opportunities. Gifted Business Development Executive with well-established knowledge of contract negotiations.

-Able to remain calm and focused even under pressure. Looking to bring further success to growing organization through well-developed skill set and proactive demeanor.

-Business development professional experienced in sales management, marketing, technical presentation creation and service training.

**Core Qualifications**

-Google Drive documentation management, Microsoft Office Word, Excel, Power Point

-Sound knowledge and interest in Sales management through IOT

-Documentation

-Analytical problem solver

-Training and mentoring

-Excellent communicator

-New program and promotion implementation

-Excellent sales techniques

-Contract negotiations

-Cost management

-Fluent in English, Hindi

-Cold calling

-Performance goals

-Adept multi- tasker

-Consultative sales techniques

-Contract review

**Interests**

Internet of things, singing, love to explore my inner self, cricket, travel and music.

**Internship Program**

- Company Name:- JCB VENDORS FARIDABAD (CAREER ENGINEER PVT INDIA LTD.)

- Project Title:- NON DESTRUCTIVE TESTING AND PRODUCTION PROCESS IN A MANUFACTURING PLANT.

- Duration:- 6 WEEKS

-Things learned- Quality Analysis, Management of Human Resources with production raw material.

**Academic qualifications**

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| --- | --- | --- | --- |
| **Qualification** | **Board/University** | **Year** | **Percentage** |
| B.Tech (MAE) | Amity University | 2020 | 5.5/10 |
| Intermediate | Lucknow Public School | 2013 | 73%/100% |
| High School | Vishwanath Academy | 2011 | 8.4/10 |

**Declaration**

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

**Place:** **Vivek Singh**

**Date:** **(Signature)**