#### Rohit Singh

**Business Development& Marketing Professional**

**Core professional competencies include:**

♦ Strategic Sales & Marketing Campaigns ♦Prospecting, Lead Generation& Nurturing

♦ Customer Relationship Management♦Sales Forecast & Budgeting

**PROFESSIONAL CAREER & KEY ACHIEVEMENTS**

Organization: Advantech Industrial Computing India Pvt Ltd

Designation: Inside Sales Engineer (West India)

Duration: Nov 2013 – Till date

Advantech offers excellent IndustrialProducts and the after sales support services for our clients in the Indian market.

Key Deliverables:

* Profiling companies across industries based on revenue, employee strength, vertical etc. and defining target companies.
* Mapping the Indian market as per the requirement in the industrial Embedded sector
* Discovering Right Party Contacts in target companies.
* Maintaining Accounts and Sales Forecast for the entire west India region
* Handling Queries of the customers and updating the report to the management.
* Converting the right business opportunity/lead to a potential customer.
* Cold Calling and executing email campaigns with the help of in house tools.
* Complete handling of Pre sales and Post Sales activities
* Daily updates to the HQ Sales team.

Achievements:

Star of the May month sales for Generating 113% target and maximum Business opportunities in West India

Organization: QED Baton Enabled Services Pvt ltd

Designation: Demand Generation Executive

Duration: March 2013 – Nov 2013

QED baton offers excellent Demand Generation and Marketing support services for leading IT and Outsourcing companies.

Key Deliverables:

* Mapping global markets, capturing market intelligence and defining the target market for client’s product or services.
* Profiling companies across industries based on revenue, employee strength, vertical etc. and defining target companies.
* Discovering Right Party Contacts in target companies.
* Mapping the IT Environment of target companies..
* Converting the right business opportunity/lead to an appointment for the client.
* Cold Calling and executing email campaigns with the help of in house tools.
* Event and tradeshows registrations followed by post event follow up to set up appointment with possible buyers.

Achievements:

100 % SLA achievement from month two

Organization: Vaishnav Filling (Indian Oil Corporation)

Designation: Area Sales Associate

Duration: April 2009– June 2011

Key Deliverables:

* Handling Sales and daily operations for Rae Bareli region
* Handling Key Accounts where the revenue was more than 20 million
* Key interface between customers and after sales service to make sure that the customers get excellent service
* Maintaining Accounts and Sales Forecast for the region
* Key representative for Vaishnav and Indian Oil for important meetings and trainings.

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| **Scholastics Qualification** |

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| MBA | ISB&M Pune ( Marketing) | 2013 | 5.5/8 CGPA |
| BSC IT | Bharati Vidyapeeth Pune | 2009 | 54.00 % |
| XII | St Peters School ( ISC) | 2006 | 65.00% |
| X | St Peters School ( ICSE) | 2004 | 56.00 |

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| **Personal Dossier** |

Date of Birth: 16-July- 1989

Marital Status: Single

Passport – H6716866

Current Location : Bangalore

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| **Contact Details** |

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