DUSHYANT SINGH

DIGITAL MARKETING & ORM CONSULTANT   ● NOIDA, INDIA   ☎ 9711182991

DETAILS

Noida
India
9711182991
dasingha90@gmail.com

LINKS

LinkedIn

SKILLS

Power BI

Project Management

Zoho Workspace

Google Workspace

Business Intelligence

Business Analysis

Creative Problem Solving

Analytical Thinking Skills

Microsoft Workspace

SQL

HOBBIES

Chess, Cricket

PROFILE

- Dynamic Sales, Project & Customer Success Manager with over 6 years of experience
- Looking to expand my acumen in the field of Business Analytics.
- Capable of utilizing Business Intelligence Tools such as Power BI & Zoho Analytics to draft data-oriented presentations to make decisions along with various powerful skills.
- Proven ability to establish and maintain excellent communication and relationships with clients. Dedicated to identifying customer needs and delivering effective solutions to all problems.
- Highly organized, and skilled in written and verbal communication.

EMPLOYMENT HISTORY

Senior Consultant at Initiatrix Technologies Private Limited, Noida
March 2020

- Led and conducted an in-depth analysis of business performance versus business goals.
- Led complete overhaul of in-house product using Zoho Workspace including Business Intelligence and business analytics tools.
- Oversaw sales, marketing, and business development goals.
- Act as a direct consultant to global clientele on behalf of the company to address Online Reputation management & Digital marketing projects.
- Handled complete Digital marketing projects for global brands while maintaining performance and delivery metrics.
- Set up and improve workflows for internal business operations for better outcomes on external queries.

Learning Consultant at Great Learning , Gurgaon
April 2019 — November 2019

- Identify inbound queries from clients and close them over telephonic and face-to-face conversations while guiding them to the best possible product as per their requirements.
- Provide direct consultation to inbound customer queries based on products
- Work in a team to identify loopholes across marketing campaigns to denote performance markers.
- Manage and achieve monthly performance metrics, and sales targets

Business Development Executive at Think & Learn Private Limited (Byjus), Noida
November 2018 — March 2019

- Identify inbound queries from clients and set up meetings with them over telephonic and face-to-face conversations to guide them to the best possible product as per their requirements at their designated places.
- Provide direct consultation to inbound customer queries based on products
- Manage and achieve monthly performance metrics, and sales targets

Digital Marketing Freelancer at Self, New Delhi
July 2016 — August 2018

- Generate Digital Marketing prospective clients via ad campaigns and assign relatable solutions as per their requirements.
- Worked in Content Marketing, Proof Reading, SEO and Website Development Projects.

Associate at Wipro, New Delhi
September 2012 — February 2013

- Work in Technical Support for Verizon while catering to inbound calls from clients in the US.

MIS Executive (Part Time) at Pi Industries Private Limited, Raipur
July 2013 — November 2013

- Improve day-to-day operations and train office executives with technical capabilities.
- Create cloud-based organized workflow and reporting systems.

EDUCATION

M.Tech, Rajiv Gandhi Technical University (University of Technology of Madhya Pradesh), Bhopal
August 2014

B.Tech, Maharishi Dayanand University, Rohtak (Haryana), Delhi
July 2008 — September 2012

Graduated with 68%

12th, Holy Cross Kapa, Raipur
April 2007 — May 2008

82%

Class 10th, Holy Cross Kapa, Raipur
April 2005 — May 2006

80%

INTERNSHIPS

SAP Executive at IPGCL, New Delhi
July 2010 — September 2010

- Understand SAP-based ERP solutions inside the firm and the basic day-to-day technical operations.
- Generate Purchase orders based on inbound parameters while understanding 3 tier architecture interface of the ERP solution.