**Amit kumar singh** email – [amitsingh0506@hotmail.com](mailto:amitsingh0506@hotmail.com)

House No 172/1 Munirka vihar Skype Id – talktoamit05

Mob - +91- 7053225255

**Sales, marketing and business development Professional**

*Consultative Solutions Expert | Client Relationship Management | Account Management*

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| **PERSONAL SKILLS**   * Entrepreneurial spirit Persuasive & articulate Relationship development Influencing skills * Dedicated towards works * Good team player * Excellent attention * Fast learner * Positive attitude in difficult situation * Cope up in different environment |  | **PERSONAL SUMMARY**  Top-performing sales, marketing, and business development professional with proven ability to drive business expansion through aggressive sales initiatives that deliver revenue growth. Amit is a creative, inventive and strategic thinker, who craves a challenge, can plan and implement sales marketing and business initiative to support corporate objectives. He is a motivated team player who consistently aims to push revenue expectations and exceed goals. He possesses superb negotiation skill and is someone who can build up rapport easily, open up clients, find out exactly what they need, and then presents them with a wide range of services and solutions. Demonstrable track record of success driving unprecedented revenue and profitability gains within highly competitive organizations. Pragmatic and outcomes orientated, with a focus on bottom line results, he has a track record of achieving and exceeding the standards of performance set out for any sales projects. He wants to develop his career in a fast moving environment, and is currently looking for a suitable position with a company that values passion, positivity, integrity and hard work. | |
| **AREA OF EXPERTISE**  Sales Cycle Management | Business Development | Client Relations | Account/Territory Management | Consulting Market Analysis | Needs Assessment | Presentations | Sales Forecasting | Strategic Planning | Social Media Negotiations | International Business | Start Ups/Turnarounds | Vendor Relations | Project Management | | |

**EXPERIENCE & ACCOMPLISHMENTS**

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| **BUSINESS DEVELOPMENT MANAGER**  **LETMERANK INC.** |  | **11/2014 – Still Working** |
| Job profile:-  Successfully mastered a very sharp learning curve in a short period of time, achieving the highest sales closing ratio of all training participants.  Sales Marketing and Business Development, Finding New Client, Making sales strategy, train to sales team towards company sales goal achievement, Customer servicing.  Finding new sources of business, Inbound and outbound sales, Handling whole sales cycle  Data research and data mining of target audience in respect to business development activity. | | |
| **BUSINESS DEVELOPMENT MANAGER**  **NEWBI INNOVATIONS PVT. LTD.** |  | **11/2013 – 6/2014** |
| Job profile:-  Sales and Marketing, Business Development, Marketing, Operations, Customer servicing.  Finding new sources of business, Customer counselling, Making sales strategy and budget forecasting, Team foundation, Inbound and outbound sales.  Collection, research and mining of data of target audience in respect to business development activity. Managing the full corporate life cycle, from initial unqualified inquiry to quotation.  Evaluation and support issue, commercial, price and negotiations.  Developing strategic business relationships with key decision makers including top management.  Relationship management and client acquisition, Service after sales. | | |
| **BUSINESS DEVELOPMENT MANAGER**  **LEAPSWITCH NETWORKS PVT. LTD.** |  | **2/2013- 11/2013** |
| Job Profile:-  Inbound and outbound sales,  Data research and data mining of target audience in respect to business development activity in the last calling on the data to find lead.  Managing the full corporate life cycle, from initial unqualified inquiry, quotation, evaluation and support issue, commercial, price, negotiations.  Developing strategic business relationships with key decision makers including top management.  Relationship management and client acquisition | | |
| **BUSINESS DEVELOPMENT EXECUTIVE**  **ICFAI UNIVERSITY PUNE** |  | **8/2011-12/2012** |
| Job profile:-  Tie up with corporate for our presentation, seminar in corporate, branding of ICFAI University, ATL and BTL Marketing .organize different kind of marketing activity. E.g.:- information desk, road show, appointing CMC (corporate mentor club). Budgeting, Team work, Collect data from different source, tale calling on that data for searching lead, Carrier counselling to student and give admission,  Provide service after sales | | |
| **SALES EXECUTIVE**  **REMEDIAL TELECOMMUNICAION PVT LTD** |  | **2/2011-8/2011** |
| Job profile:-  Cold call in market for wire line product  Collect data from different company, study on that data and define problem and sell the appropriate product to them  Service after sales | | |
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**Education**

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| Post Graduate diploma and Business development | JSPM Pune | 2011 |
| B.com | College of commerce Patna | 2007 |
| 10+2 (Isc) | BIEC | 2002 |
| 10th | BSEB | 200 |
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| Date |  |  |  |  |
| Place |  |  |  | Signature |