# RESUME

##### Name : Gyanendra Singh

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**Executive Summary**

An MBA in Marketing and Finance having 6+ years of rich cross cultural experience in Corporate Sales as well as Client Service. ***Presently Working as******Territory Manager (Monster.com).*** A keen planner and strategist with proven abilities in accelerating & generating sales and focused approach in achieving desired objectives. Effective communicator & team player with strong analytical, problem solving with organizational abilities and proven track record of generating.

**Career Highlights**.

**Career With: -**

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| --- | --- |
| **Monster.com India Pvt Ltd (Territory Manager)** | **Jul’2014 - Till Date** |
| Monster.com India Pvt Ltd (Major Account Manager) | Dec’2012 – Jun’2014 |
| Toll India Logistics – Sales Manager (North) | Dec’2011 – Dec’2012 |
| Total Logistics – Executive: SCM ( BD) | Octr’2008 to Dec’2011 |
| Religare Securities Ltd – Senior Relationship Manager | May’2007 to May’2008 |

**Currently Working:-**

#### Monster.com India Pvt Ltd July 2014 – Till Date

#### Territory Manager (Corporate Business)

**Job Profile:-**

* Sell products by implementing sales plans; supervising & guiding acquisition team of 4 members
* Establishing sales objectives by forecasting and developing quarterly sales target for acquisition team; projecting expected sales volume and profit for weekly, monthly & quarterly basis.
* Responsible for identifying, creating new customers in Enterprise, Corporate, and SMB segment for software licensing and services based on monster portfolio of products.
* Develop strategic, effective and actionable account plans for each account.
* Revenue generation through Online Media Space selling
* Coming up with innovative and creative complete media solutions.
* Negotiating media space rates and ad positioning.
* Develop and manage a healthy and predictable pipeline that meets or exceeds quota expectations. Reporting – RSM
* Negotiate the terms and conditions agreements to deliver wins for both the customers and for **Monster**
* Working with the technical team, ensure clear understanding of customer's technology requirements.
* Analyse requirements and design Digital Branding solutions to fulfil the recruitment pipeline

#### Monster.com India Pvt Ltd December 2012 – June 2014

#### Major Account Manager (Corporate Business)

**Job Profile:-**

* Identify & analyse the clients requirements & propose customize solutions to help them achieve their recruitment and communication goals.
* Involved in retention of active customers and increase the spend pie for Monster through active Account Mapping
* Conversion of Lapsed client to Active customers through effective demo and working closely for their hiring needs
* Managing all the key processes of Sales Cycle viz. Prospecting, Qualifying Opportunities, Validating Customer Needs, Presenting Proposals, Closing Deals and Managing Customer Relations.
* Revenue generation through Online Media Space selling
* Coming up with innovative and creative complete media solutions.
* Negotiating media space rates and ad positioning.

#### Toll India Logistics Pvt Ltd December 2011 – December 2012

#### Sales Manager (Warehousing & Distribution)

**Job Profile:-**

**Logistics Management:-**

* Generating the revenues from acquisition of new and prospective corporate clients
* To give presentation of the services to the clients and understand their specific requirements to provide better solutions.
* Preparing commercials for both Transportation and warehousing services for the customers as per the trend and present cost of the market.
* Formulize the commercials, do research on client’s needs, generate Standard operation procedure, present the research to the client in cost effective way, co-ordinate for the implementation of the SOP.

#### Total Logistics October, 2008 – December 2011

#### Executive: - Business Development (Warehousing & Distribution)

**Job Profile:-**

**Logistics Management:-**

* Creating new business opportunity in both Warehousing & Distribution.
* To give presentation of the services to the clients and understand their specific requirements to provide better solutions.
* Fund management for warehouses daily operations Activities. Follow up with customers for the Outstanding Payment. Rates negotiations with Existing and Prospective Customers.

#### Religare Securities Ltd May, 2007 to May 2008

#### Senior Relationship Manager

**Job Profile:-**

* Developing new client base
* Managing Portfolio of all my clients
* Diversifying Client’s Market Risk through different financial instruments.
* Handling clients with price and trend information.
* Acquiring clients for PMS, Mutual Fund.

Education

* **PGDM** (Marketing & Finance) from Asia Pacific Institute of Management, Delhi, 2007.
* **B.Com** from Arya College, Ludhiana, 2003 (Affiliated with Punjab University)

**Personal Details**

Name : Gyanendra Singh

Marital Status : Married

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Language Known : English & Hindi

**(GYANENDRA SINGH)**