



VED PRAKASH SINGH

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Seeking assignments in Sales & Marketing / Business Development/ Client Servicing with an organisation of repute
Location Preference: Delhi /NCR

EXECUTIVE SUMMARY

- ❖ A professional with around **8 years** of experience in Sales & Marketing, Business Development, Client Relationship Management and Team Management.
 - ❖ Presently associated with **CPM India Sales & Marketing Pvt Ltd.**, as a **Supervisor (Sales & Marketing)**.
 - ❖ Distinction of understanding & exploring new markets for business growth and setting up operations.
 - ❖ Demonstrative competence in creativity, imagination and the ability to visualize the final product coupled with sound technical knowledge.
 - ❖ An effective communicator with excellent relationship building & interpersonal skills; strong analytical, problem solving & organisational abilities.
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KEY RESULT AREAS

Business Development

- ❖ Mapping business potential & identifying profitable markets for the company's products.
- ❖ Developing relationships with key decision makers in target organisations for business development.
- ❖ Performing competitor analysis by keeping abreast of market trends to achieving market share metrics.

Sales and Marketing

- ❖ Handling the marketing activities in the Delhi.
- ❖ Supervising sales and marketing operations for achieving increased growth & top-line profitability.
- ❖ Devising marketing budgets and preparing sales forecast plans.
- ❖ Driving marketing initiatives to achieve business goals & managing frontline sales team to achieve them.
- ❖ Providing guidance and support to the front-line team through goal setting & reviewing measures.

Client Relationship Management

- ❖ Building and maintaining healthy business relations with corporate clients & Investors, ensuring customer satisfaction by achieving delivery & service quality norms.
 - ❖ Supervising customer service operations for rendering and achieving quality services; facilitating first line customer support by answering queries & resolving issues within TAT.
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CAREER CONTOUR

1st January'07 – 30th December 2011 with Ryan Realty Real Estate Consultancy Firm., as (Asstt. Manager Marketing)

Highlights

- ❖ Generating the new business.
 - ❖ Manage existing dealer & Customer for sale.
 - ❖ Cover New market opportunities.
 - ❖ Managing all marketing activities.
 - ❖ Supervising client service.
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1st January' 2012 – 1st September 2014 with Rudra Seven Buildcon Pvt Ltd., as (Sr. Manager Sales & Marketing,Tele Marketing)

Highlights

- ❖ Handling entrie sales team & Generating the new business Through the team.
- ❖ Trained & Motivated them for sales of sales team every day.
- ❖ Trained & Educate them of new hired sales peoples for company projects.
- ❖ Manage existing dealer & Customer for sale.
- ❖ Manage tele calling department & Create Fresh lead generate daily basis through tele callers for a sales team.
- ❖ Cover New market opportunities.
- ❖ Managing the corporate client.
- ❖ Managing all marketing activities.
- ❖ Supervising client service.

8th September 2014 – Till date with CPM India Sales & Marketing Pvt Ltd as (Supervisor Sales & Marketing)

Highlights

- ❖ Handling entrie sales team for Delhi & NCR region & Handling outlocation team also like jaipur, lucknow, Chandigarh, jalandhar, & Kolkata region.
- ❖ Handling marketing activites in assigned regions Through the team.
- ❖ Trained & Motivated them for sales of sales team every day.
- ❖ Trained & Educate them of new hired sales peoples for assigned projects given from company.
- ❖ Cover New market opportunities Through the team.
- ❖ Supervising client servicing.

ACADEMIC CREDENTIALS

2013 B.A. (Political Science) from Manav Bharti Universtiy (H.P)

IT SKILLS

- ❖ Typing speed at 40 w.p.m in english
 - ❖ Certificate programme in MS Office, Internet from NIIT.
 - ❖ Done professional diploma course in Graphic , Illustration Suite , 2D Design & Animation Suite.
 - ❖ During the course the following softwares I have done.
 - ❖ Basic Art,Concepts of Graphics & Illustration,Creating Illustrations-I, Creating Illustrations-II, Fundamentals of Computer.Multimedia & Internet ,Illustration Portfolio, Image Magic,Knowledge Enhancement-I,Sketching practices,Anatomy Study,Concepts of 2D Animation,Concepts of story boarding,Working with Audio,Video Streaming and Editing,Graphics and animation with Flash,Scripting with Flash,Advance Scripting with Flash, Web weaver, E-project-2D Animation portfolio, Knowledge Enhancement-II & Maya.
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PERSONAL DOSSIER

Date of Birth	-	19/09/1981
Father's Name	-	Late Sh. Rich pal singh
Martial Status	-	Married
Language	-	Hindi & English
Hobbies	-	Make new friends & Collection of ideas
Nationality	-	Indian
Permanent Address	-	21/3 Extn – II Ganesh nagar Shakarpur Delhi-110092
Date		
Place		(VED PRAKASH SINGH)