

Address:

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KRISHAN KUMAR SINGH

Career Objective

To explore my potentials by continuous learning through challenging assignments and to apply my best in talent, skill and hard work for enhancing the growth of organization at the same time ***to carve a niche for self*** in this corporate sector.

Personal Information

Date of birth	08 th Apr 1988
Sex	Male
Marital status	Unmarried
Place of birth	Varanasi
Nationality	Indian

Education

Year	Examination	Institution	Percentage Obtained
2011-13	M.B.A. Mkting	BIET Jhansi, State Govt. Autonomous College	72.00 %
2008- 11	B.Sc.	BANARAS HINDU UNIVERSITY – BHU	55.00%
2007-08	HSC	UP Board	76.00%
2005-06	SSC	UP Board	63.00%

Certificates

- ❖ I have completed **O-Level** from **DOEACC Society** in **2011**.
- ❖ I have completed **ADCA (Advance Diploma in Computer Application)** with **75.56%** in 2008.

Languages Known

- ❖ English.
- ❖ Hindi

Work Experience

Manager - Sales

3rd March 2014- Sep -14

Complete MEDIA Solution, Lucknow

- ❖ Worked as a Strategist Consultant of Advertisement Budget Allocation for upcoming market seasons opportunity & new projects concern at CMS.
- ❖ Direct Marketing Responsibility for full market coverage of tapped & untapped market.
- ❖ Worked as a Manager in a Front & Backend Order Management department with an aim to enhance customer satisfaction and thereby service experience.

Manager - Career Development

10th June 2013- 1st March 2014

EINS Education Ltd, Mumbai

- ❖ Worked as a Management Trainee then as a Manager Career Development under a Welingkar Institute Distance MBA Program for **EINS Education Ltd, Mumbai**.
- ❖ Directed marketing natives to drive programs and events to extend the relationships to new prospects.
- ❖ Assisted in implementing the sales strategy as set by the Sales manager, and in association with the marketing team; including strategies for encouraging referral business.
- ❖ Recorded the progress of all enquiries and translate into the monthly report, including source of business trends, enquiry conversion rates, future predicted sales and other reports as directed by the sales manager.
- ❖ Promoted our management courses to new and existing client through a pro active approach
- ❖ Responded quickly and efficiently to all in-coming sales enquiries, by telephone and emails, prepared brochures as required

Internship & Projects

Industrial Summer Internship

June – July 2012

- ❖ I have done my Project Research Report on **“Significant development of Online Learning/Distance Education programs in India”**.
- ❖ I have done my internship with Angel Broking Ltd. of title **“Comparative Analysis of services provided by Angel Broking Houses in Varanasi”** of 6 weeks from June 2012 to July 2012 at Varanasi Branch, Uttar Pradesh.
- ❖ I have taken 200 personal interviews of private and govt. employees

Extra Curricular Activities

- ❖ **Training & Placement Cell Representative** of MBA Department, BIET Jhansi 2012-13
- ❖ **Coordinator** of AAKANKSHA *the annual youth festival* of Faculty of Science. BHU in 2010.
- ❖ **Co-coordinator** of AAKANKSHA *the annual youth festival* of Faculty of Science. BHU in 2009.
- ❖ **Held & Anchored** the stage of “**Abhinanadan**” BIET in 2011 & the stage for *the annual youth festival “AAKANKSHA”* of Faculty of Science. BHU in 2010..
- ❖ I have secured **First Position** in **Group Indian Song & Second position** in **Western Group Song & Skit** in AAKANKSHA *the annual youth festival* of Faculty of Science. BHU in 2009 & 2010.
- ❖ Awarded **First** and **Second** prize in college level **debate competitions**.
- ❖ Participated in **Group Indian Song & Short Play** as well as *represent our Faculty in Spandan inter faculty youth festival*, BHU in 2009 & 2010.

Achievement

- ❖ I have completed **NSS** (National Service Scheme) of two year Camp in 2010.

Personality Traits

- ❖ Greatest strength is to lead and work in a team, easily adaptive to different work environment and conditions.
- ❖ Honesty, hard work, determination and efficiency are some ethics that I value the most.

Declaration

I here by declare that all above mention details are true and correct to the best of my knowledge and belief.

Date:
Place: Varanasi

(KRISHAN KUMAR SINGH)