

MRINAL RAJ SINGH

Rover Street, Kazi Bazar, Cuttack, Orissa 753001

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PROFESSIONAL SUMMARY

To work with an organization that requires high performing target oriented and committed team player.
Has a positive attitude towards life and believe in hands on working style. Have no preferences of location.

SKILLS

- Hard Working
- Fast Learner
- Organized
- Leadership Attitude
- Team Player
- Good Motivating Power
- Good Relationship with Clients

WORK HISTORY

1. PRESENT WORK HISTORY

Marketing Manager Utkal Galvanizers Limited – Bhubaneswar

- Focus on accelerating our sales through direct/indirect sales and industry partner.
- Monitoring and analyzing market trends.
- Studying competitor's products and services.
- Exploring ways of improving products and services, and increasing profitability.
- Identifying target markets and developing strategies to communicate with them.

2. Past Work History

05/2010 to 08/2011

Associate Vice President Indiabulls Securities Limited – Bhubaneswar

- Target oriented
- Appoint DSA
- Train DSA and sales staff of DSA
- Release payouts for DSA
- Handle 20 sales staff, 2 Dealers, 2 Back office executives and 1 compliance officer
- Visit clients on regular basis
- Handle compliance
- Generate revenue

03/2007 to 05/2010

Relationship Manager Indiabulls Securities Limited – Bhubaneswar

- Target oriented
- Add new clients to my client base
- Collect margin
- Advise clients to trade in Indian Stock (BSE & NSE), Commodity (MCX & NCDEX) markets
- Pass on daily market reports to clients

03/2006 to 03/2007

Senior Management Trainee Indiabulls Securities Limited – Bhubaneswar

- Introduce new clients
- Collect margin
- Generate revenue

EDUCATION

2006

MBA: Marketing & Systems

IBAT, KIIT, Deemed University - Bhubaneswar, Orissa, India

2003

Bachelor in Information Technology and Management

Informatics, Utkal University - Bhubaneswar, Orissa, India

1999

Intermediate in Commerce

Maharishi College of Natural Law - Bhubaneswar, Orissa, India

1997

Matriculation

Venkateswar English Medium School - Bhubaneswar, Orissa, India

Project Undertaken

- Business Process Mapping in NALCO for 2months under the guidance of Senior Manager in systems department.

Achievements

- Winner of INTEGRATED MARKETING COMMUNICATION in SHAREWAR game of Mark fest 2005
- Winner of MARKET CHALLENGER in SHAREWAR game of Mark fest 2005
- Second in PRODUCT IDEA CATEGORY in SHAREWAR game of Mark fest 2005

INTERESTS

- Meeting Peoples
- Music
- Traveling

LANGUAGE PROFICIENCY

- Hindi
- English
- Oriya

PERSONAL DETAILS

Name: Mrinal Raj Singh

Father's Name: Mr. Abhoy Singh

Date of Birth: 25th September 1980

Marital Status: Married

Nationality: Indian

Religion: Hindu

DECLARATION

I do hereby declare that all the above statements are true to the best of my knowledge and belief.

Mrinal Raj Singh