MANVENDRA PAL SINGH

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Male, 26 years

Languages: HINDI, ENGLISH

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| ACADEMIC BACKGROUND | | | | |
| Year | Qualification | Institution | Subjects | CGPA / % |
| 2014 | PGDM-MM | IILM GSM, Greater Noida | **Marketing Management**: B2B, International Marketing, Consumer Behaviour, Advertising and Sales Promotion, Rural Marketing | 2.55 |
| 2011 | B.Tech | Jagannath Gupta Inst of Eng & Technology, Jaipur (Raj) | Electronics and Communication | 64.3% |
| 2007 | XII (CBSE) | Saint John’s Sr. Sec School, Kota (Raj) | Physics, Chemistry, Maths, English, Physical Education | 72.8% |
| 2005 | X (CBSE) | Saint John’s Sr. Sec School, Kota (Raj) | Maths, English, Hindi, Science, Social Sciences | 77.8% |

**SUMMER INTERNSHIP / LIVE PROJECTS**

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| KOTA SUPER THERMAL POWER STATION | | ELECTRONICS AND CONTROL | 1MONTH |
| Description | * Understand the Power production and control process by leveraging technology. * Control and monitor the working of different sections of the power plant from a central digital console. | | |
| Learning | * I was able to relate my theoretical knowledge with practical learning and learnt the complete working of a thermal power station and its monitoring & control aspects. | | |
| TITAN INDUSTRIES LTD. | | **SALES TRAINEE** | **8 WEEKS** |
| Description | * Influence channel partners and increase distribution of ZOOP- watches for kids segment. * Understand role of consumer’s psychology / behaviour; its relevance in marketing. | | |
| Learning | * How a company leverages a pull strategy and its distribution channel to enhance market leadership. * How to manage company outlets to increase revenue. * Role of consumer psychology / behaviour in enhancing product sales and customer base. * To work efficiently in an indirect channel * Communication, Negotiation, Persuasion and interpersonal skills. | | |

**WORK EXPERIENCE**

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| --- | --- | --- | --- |
| ICICI Securities Limited, Jaipur | | *Senior Relationship Manager* | *April’ 14 –Till date* |
| Responsibilities | * To understand customer's need and plan their investments. * To execute the investment plans as per the market scenarios. * Customer retention and cross selling of the products/plans. | | |
| Achievements | * Promoted after 3 months of joining basis performance (Take-Off period). | | |

**KEY ACADEMIC PROJECTS**

* **Designed and developed embedded system based robotic crane (8051 MICROCONTROLLER):** Used 8051 Microcontroller technology and two software namely Keil & Proteus to develop a multipurpose crane which can be used as a floor cleaner, magnetic arm or a load bearing instrument.
* **Touch Screen technology:** Successfully completed a study on touch screen technology its usage in smart phones and public kiosks systems.

**EXTRA-CURRICULAR ACTIVITIES**

* As Captain lead and represented my school Kabaddi team it at district level and won 3rd position.
* As a Captain, lead and represented my school cricket team at district level tournaments.
* As core member of Sports Club, successfully organized sports event in college.
* As an amateur play actor, participated and won in street play during my post graduation.

**PERSONAL QUALITIES**

* Willingness to learn, Negotiating skills, Communication skills.
* Adaptable and flexible.
* Decision making ability.