

AKHILESH KUMAR SINGH

C/o Kalu Ram Singh,
Sagar Building Near Police Station,
Navarangpura, Ashram Road,
Ahmedabad - 380009
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CAREER OBJECTIVE:

To Obtain a Challenging Position that Enables Me to Enhance My Interpersonal Skills where I can Contribute to the Organization.

PROFESSIONAL QUALIFICATION:

- Completed PGDM with dual specialization in **Marketing** and **Human Resource Management** from **ICBM-School of Business Excellence (ICBM – SBE)** at Hyderabad.

EDUCATIONAL QUALIFICATIONS:

Degree	Year	College/School	Subject
B.Sc.	2007	S.S.S.S.V.R.S.Mahavidyalya, Chunar, Mirzapur. (P.U. Jaunpur)	Mathematics, Physics, Chemistry.
12 th	2004	R.I.C Inter College, Mirzapur (U.P.BOARD)	English, Hindi, Mathematics, Physics & Chemistry
10 th	2002	R.I.C Inter College, Mirzapur (U.P.BOARD)	Mathematics, English, Hindi, Science,

COMPUTER PROFICIENCY:

- **Packages:** MS-Office (MS Word, Excel, Power Point),

PROFESSIONAL EXPERIENCE:

- Working with Sigma Instrumentation (Sigma Automation), As a Sales and Marketing Head since 12/07/2019 to Till Now, Ahmadabad, Gujarat.

- Worked with Piegion Media Pvt. Ltd. (Trademaantra.Com), As a Branch Manager since 11/03/2019 to 10/07/19 in Ahmadabad Branch.
- Worked with Infocom Network Ltd. (TradeIndia.com), As a Sr. Manager- Key Account (Client Servicing & New Client Acquisition) since 1/07/2011 to 31/01/19 in Ahmadabad Branch.
- Worked with India mart Intermesh Ltd. (IndiaMart.Com), As an Executive (Client Servicing) since 22/11/2010 to 30/06/2011 in Ahmadabad Branch.

JOB PROFILE:

- Responsible to Achieve Branch Target
- Responsible to Manager/ Executive to Achieve Given Target
- Build Strategy and Planning
- Make a Competitor's Analysis
- Responsible to New Client Acquisition and Existing Client Service
- Providing Best Consulting/Solution to Client
- Guide to Client for Branding to generate High Turn Over in Respected Financial Year
- Responsible for Renew of Existing Client with Up-gradation
- Build a Strong Customer Relationship
- Responsible to Generate Revenue & Profit to Organization
- Responsible for Business Development of Company As Well As Team
- Achieve Management Given Target Consistently
- Maintaining Sales MIS

CAREER ACHIEVEMENTS:

- Consistent Sales Target Achiever.
- **Appreciation Letter** in Client Servicing Department from Zonal Head Manager.
- **Win Prize in Competition** between All over India Sales Team from Management.
- **Appreciations Letter & Shield** from C.E.O. & Vice President.
- **Appreciation Letter from Google India** for Highest 'Google Ad words Sale'.
- Got **Promoted in 3 Months From CSD TO KCD Group** in My First Job i.e. India Mart Intermesh.

EXTRA CURRICULAR ACTIVITIES:

- Attended “ **Train the Trainer Work Shop**”
- Attended Corporate Speaker's Class like **Mr. Stephin Lin** and **Dr. Krishna Sagar Rao**.
- Attended the seminar of “**Paradigm shifting in Marketing**” organized by **ICBM-SBE** and **The Hindu**.
- Attended the seminar of “**Six Sigma**” a program organized by **ICBM-SBE** and **The Hindu**.
- Attended the seminar of “**Entrepreneurship**” organized by **ICBM-SBE** and **The Hindu**.
- Being a member of **NCC** and **SCOUT**.
- Prepared “**Marketing Plan**” on chemist product as a project at **ICBM-SBE**.

- Completed the **marketing research** of “**Customer Satisfaction toward Tata Docomo**” as a project at **ICBM-SBE**.

STRENGTHS:

- Leadership Quality, Team Handling Quality, Positive Attitude and Confident Person, Risk Taker, Optimistic and Quick Learner, Strong Verbal and Personal Communication Skills with Strong Negotiable Skill, Ambition and Determination to Succeed, Dedication and Commitment to Achieve Results, Proactive Approach to Work, Team Player, Technical Ability.

PERSONAL DETAILS:

Date of birth : 10th August 1986.

Father's Name : Kalu Ram Singh

Languages known : English & Hindi

Current Address : P & T Society, Maninagar

Permanent Address : Sonai, Narainpur, Mirzapur [Varanasi], U.P.-231305