

Rana Vikram Singh

Educationist | Student Counsellor | Career Advisor



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Career Objective

To be a part of an organization, where innovative opportunities can be created, newer objectives can be achieved and overall growth is complementary for mutual benefits.

Executive Summary

- Collectively 28 years of Work Experience with different Products, Processes, Concepts and Services in the prominent sectors of Professional / Higher Education, ITES-BPO Services, Industrial Oils-Fuels-Lubricants, Automobiles and Agriculture
- Held several key positions while handling diverse disciplines of Sales, Marketing, Business Development, Corporate Communication, Digital Footprint Management, Customer Service, Business Operations, Administration, Governance and overall Branding
- Passionate about imparting Personal and Professional Skills to Students and Working Personnel through Counselling, Consulting, Mentoring, Teaching and Training
- Areas of Interest are Education, Employability, Intrapreneurship, Entrepreneurship and Student Counselling
- Core Expertise is in the domains of Student Welfare, Internships, Placements, Career Counselling and Outreach Activities

Self-Assessment

- A self-motivated and diligent professional with contagious Entrepreneurial Spirit. An effective communicator with high competency levels, exceptional analytical ability and capable of taking initiatives. Proficient trouble-shooter, solution provider, having unmatched exigency management skills. Effectual team player who is always prepared to mentor co-workers to achieve organizational objectives.

Work Experience

| Tenure | Designation | Organisation |
|------------------------------|---------------------------------------|---|
| Education Management: | | |
| Aug 2018 – Mar 2019 | Deputy Director - Marketing & Biz Ops | TES Ventures, National Capital Region, India |
| Academics Exposure: | | |
| Oct 2017 – Aug 2018 | Assistant Director - Student Affairs | SRM University, Amaravati, Andhra Pradesh |
| Mar 2010 – Oct 2017 | Senior Manager – Campus Affairs | University of Petroleum & Energy Studies, Dehradun |
| Dec 2008 – Feb 2010 | Manager – Training & Placements | Mangalayatan University, Aligarh-Noida |
| Oct 2007 – Nov 2008 | Deputy Manager – Placements | ICFAI Business School, Noida |
| Corporate Exposure: | | |
| Oct 2004 – Sept 2007 | Sr. Customer Care Executive | HCL Technologies Limited, Noida |
| Nov 2003 - Oct 2004 | Sr. Sales Consultant | Prime Honda Capital Cars Pvt. Ltd, Ghaziabad-Delhi |
| Dec 1999 - Oct 2003 | Sales Office – Industrial Sales | Caltex Lubricants India Limited, New Delhi |
| Oct 1998 - Dec 1999 | Executive – Corporate Trainings | National Institute of Sales / NIS Sparta Ltd, Ghaziabad |
| Family Business: | | |
| Mar 1990 – Sept 1998 | Working Partner | Punjab Seeds, Ghaziabad |

Academics related Roles & Responsibilities

- Counsel students in academic, personal and professional matters and oversee the counselling regarding the career opportunities
- Creation of 'Corporate Academia Interface' to bring Corporate & Education Institutions on the same platform through strategic tie-ups
- Creation of The Students Council and Faculty Student Committees for Student Welfare, Student Care and Student Support
- Engaging with students to address their issues, grievances and problems to enhance the campus life experience
- Establish various Student Chapters, Committees, Clubs, Houses & Societies for mutual help, support and sustenance to enhance extra-curricular activities as per institutional objectives
- Promoting & Supporting different department for coordinating VVIP Visits and Foreign Student Exchange Plans through student bodies
- Promoting & Supporting Entrepreneurial Cell & Incubation Centre of the universities
- Promoting & Supporting School Contact Program for the Enrollments Department by organising various kinds of workshops and seminars on Personality Enhancement, Communication & Presentation Skills, Employability Skills

- To develop, implement and promote programs that foster Student Creativity, Leadership and Professionalism while undertaking Social Services to foster Social Responsibility amongst young generation
- To promote Campus Ambassador Program in coordination with Corporate Communication Department for Online & Print Media reputation monitoring
- To promote Students participation in Social, Cultural and Recreational activities by organising Youth Fests, Fresher Parties, Movie Screenings, Study Tours, Outreach Programs

Corporate related Roles & Responsibilities

- Strengthening Business ties through regular interaction with Clients and Customers
- Providing Superior Customer Relations by Servicing Every Account with the Highest Degree of Professionalism, Courtesy and Concern
- Product Performance Monitoring Analysis, Needful Counselling along with Technical Support & Trouble Shooting Devices
- Organized Business Development Activities & cultivated awareness into business generation
- Market Penetration & Brand Establishment by means of Industrial Seminars, In-house Trainings and Workshops to different Dimensions of Business Verticals
- Exploration, Development & Management of Business Opportunities, through Corporate and Individual Sales
- Enhancing Customer Satisfaction by Extending Personalized Services and Sharing important information with customers which is beneficial for them
- Enhancing Customer Experience Rating by providing Customer Desired Solutions & Services

Other Areas of Extensive Exposure

- Academic Administration, Campus Governance, Infrastructural Facility Management & Operations, International Affairs, Foreign Delegate Facilitations and Event Coordination
- Student Welfare, Student Engagement Activities, Alumni Support, Teaching, Training, Coaching, Professing, Consulting & Mentoring
- Career Counselling, Employability Training, Internships, Placements & Recruitments
- Entrepreneurship, Intrapreneurship. Start-up Initiatives and Incubation Centers
- Internal & External Branding through Public Relations, Social Networking, CSR Activities, Internal Communication, Corporate Communication, Branding and Digital Promotions
- Auto Retailing, Industrial Marketing, Direct & Indirect Sales, Business Development, BizOps, Designing Strategies, Implementing Operations, Supporting Execution, Business Communication, Customer Services and Customer Relation Management

Professional & Educational Qualification

- Pursued Doctorate Program (PhD) in Aviation Management from UPES Dehradun, 2010-2017
- MBA – Marketing with 1st Division from Sikkim Manipal University, 2006
- B. Sc. (PCM) with 1st Division from CCS University, 1996
- Intermediate with 2nd Division from UP Board, 1993

Personal Details:

| | | |
|-----------------------|---|---|
| Father's Name | : | Sardar Jagdish Singh Rana |
| Date of Birth | : | 7th October 1974 |
| Marital Status | : | Married |
| Children | : | Blessed with Two Sons |
| Mother Tongue | : | Punjabi |
| Other Languages Known | : | English, Hindi and Urdu |
| Hobbies | : | Reading Books, Watching Movies and Writing Prose |
| Interests | : | Meeting & Interacting with People, Listening to Soft Music, Photography |

Digital Footprint

| | | |
|-----------|---|---|
| LinkedIn | : | http://in.linkedin.com/in/ranavikramsingh7 |
| Facebook | : | https://www.facebook.com/educationistranavikramsingh7 |
| Twitter | : | https://twitter.com/ranavikramsingh |
| Tumblr | : | https://www.tumblr.com/blog/rana-vikram-singh |
| Instagram | : | https://www.instagram.com/ranavikramsingh7 |
| Quora | : | https://www.quora.com/profile/Rana-Vikram-Singh |
| WordPress | : | https://ranavikramsingh7.wordpress.com/ |
| Skype | : | ranavikramsingh7 |

Rana Vikram Singh

Date:

Place: