

## MRITYUNJAY SINGH

Master of Business Administration (Marketing & HR)

LM Thapar School of Management, TIET Patiala, Dera Bassi Campus

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### CAREER OBJECTIVE

To secure a challenging position in a reputable organization to expand my learning, knowledge and skills. Willing to use my communication and leadership skills to associate with an organization giving me opportunities to learn, contribute and grow in the domain of marketing and sales, thereby generating revenue for the company.

MBA	LM Thapar School of Management, TIET Patiala, Dera Bassi Campus	2019-21
B.COM	JV Jain College, CCS University, Meerut.	2016-2019
XII	Asha Modern School, Saharanpur, Uttar Pradesh.	2015-2016
X	Asha Modern School, Saharanpur, Uttar Pradesh.	2013-2014

### WORK EXPERIENCE

**BHUTANI INFRA | JAN 2025 – PRESENT |**

#### SENIOR MANAGER –SALES

To work as part of the commercial sales team, delivering both business and personal objectives by developing sustainable relationships with a range of clients, maximising their potential to achieve established sales and quality of service targets.

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**SENIOR MANAGER-PORTFOLIO MANAGEMENT**

- Responsible for generating sales with existing customers and developing opportunities with new customers within assigned territory
- TEAM LEADER
- Monitor team performance and report on metrics.
- Policy making
- Cooperation among employees.
- Schedule and conduct weekly sales meeting and achieving targets
- Report on sales activities to senior management
- Reaching the targets and goals set for the area
- Establishing, maintaining and expanding the customer base
- Increasing business opportunities through various routes to market Compiling and analyzing sales figure.
- Liaising between customers and the company for up to date status of service, pricing and new product release launches

**INTERNSHIPS / LIVE PROJECTS**

**Internship (Zero2unicorn Lab Private Ltd.) | 15 May 2020 – 15 July 2020)**

- Digital Marketing(Search Engine Optimization(SEO) & Social Media Marketing) • Blogs written on the main website of the Zero2unicorn and worked on SEO.
- Involved in research & strategy on various functions of digital marketing
- Prepare weekly reports to track growth and success rates of campaigns
- Designing Info graphics and Posters for Social Media
- SEO – Key Concept
- SEO Content Strategy

**Worked on one of the other project of Zero2unicorn known as Acceptrequest.com**

**Live Project (1<sup>st</sup> Sep 2020 – 30<sup>th</sup> Oct 2020)**

- Accomplishment of survey on BAJAJ HINDUSTHAN SUGAR LTD. for Sales & Distribution management

**Live Project (2020)**

- Marketing project- to choose a own product which can be launched in coming future (*product name is personalized coffee maker that can be start with our hand recognition and ready to provide the coffee according to the individuals taste and preferences.*)

**Live Project (2019 - 2020)**

- EXCEL (*seating arrangement*)
- Business analytics & research project on Technology Adoption E-PAYMENTS

**Live Project (1<sup>st</sup> Aug 2019 – 30<sup>th</sup> April 2020)**

- Sustainability in practice (SIP) - Reduce the consumption of plastics, chemical dyes and the generation of Carbon footprints. (*conduct the awareness campaign amongst the group of people regarding the use of plastics, chemical dyes and the generation of carbon footprints.*)

ACHIEVEMENTS	EXTRACURRICULAR ACTIVITIES
<ul style="list-style-type: none"><li>• Achieved a car (worth 800000) by accomplished the target with-in six month of • joining</li><li>Certificates of Achievement in March Past event for good performance</li><li>Been a Class Representative (CR) in MBA</li><li>• 1<sup>st</sup> year as a position of responsibility</li><li>Participated in Marketing Mela during Diwali Fest by setting up the food stall and earned good amount of profit.</li></ul>	<p>Victorious Completion of Business</p> <ul style="list-style-type: none"><li>• Venture Project (<i>by providing the facility of laundering inside the campus</i>)</li></ul> <p>Certificate of merit for volleyball</p> <p>Certificate of merit for Table-Tennis</p> <ul style="list-style-type: none"><li>•</li><li>•</li></ul>

CERTIFICATES & COURSES	TECHNICAL SKILLS
<ul style="list-style-type: none"><li>Certification in inter school sports &amp; games competition <i>(recognised by the ministry of youth affairs &amp; sports, GOVT OF INDIA)</i></li><li>Certification in the Fundamentals of Digital Marketing <i>(recognised by the GOOGLE)</i></li><li>Certification in Introduction to Personal Branding <i>(recognised by the University of VIRGINIA)</i></li></ul>	<div>Microsoft Office<div>●●●●○</div></div> <div>SPSS<div>●●●○○</div></div> <div>BPMN<div>●●●○○</div></div>

LANGUAGES KNOWN	BIOGRAPHICS
<div>English<div>●●●●●</div></div> <div>Hindi<div>●●●●●</div></div> <div>Punjabi<div>●●●○○</div></div>	<div>Date of Birth: 28/Oct/1997</div> <div>Gender: Male</div> <div>Marital Status: Married</div>