

# Resume

## VISHAL SINGH

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### PROFESSIONAL SUMMARY

Results-driven Business Development Manager with expertise in sales, client acquisition, and revenue growth strategies. Skilled in HRMS and LMS solutions, lead generation, and high-value deal negotiations. Adept at leveraging data-driven insights and market research to drive business expansion. Passionate about technology-driven sales and building long-term client relationships.

### SKILLS & EXPERTISE

#### Sales & Business Development

- B2B & B2C Sales Strategies
- Lead Generation & Prospecting
- Cold Calling & Email Outreach
- Sales Strategy & Revenue Growth
- CRM & Sales Funnel Management
- Client Negotiation & Deal Closing

#### Marketing & Client Engagement

- Digital & Social Media Marketing
- Customer Relationship Management (CRM)
- Brand Awareness & Market Positioning
- Competitive Analysis & Market Research
- Strategic Partnerships & Business Networking

#### Technical & Industry-Specific Skills

- HRMS & Workforce Management Solutions
- Learning Management Systems (LMS)
- SaaS Sales & Product Demonstration
- Business Analytics & Reporting
- Data-Driven Sales Insights

#### Soft Skills

- Excellent Communication & Public Speaking
- Relationship Building & Networking
- Problem-Solving & Decision-Making

# Resume

- Adaptability & Resilience
- Leadership & Team Collaboration

## EXPERIENCE

### Business Development Professional

Sarupi Minerals - Jaipur | September 2023 - December 2024

- Developed and executed strategic sales plans to increase revenue.
- Prospected and onboarded new clients, expanding the customer base.
- Presented HRMS and LMS solutions to businesses, addressing their needs.
- Negotiated contracts and closed high-value sales deals.
- Maintained relationships with key stakeholders for long-term business success.

## EDUCATION

### B.Tech

Poornima Institute of Engineering and Technology (PIET), Jaipur | 2023

## ADDITIONAL INFORMATION

- Open to full-time, part-time, or freelance opportunities.
- Comfortable working in-office (Gurgaon) or remotely.
- Enthusiastic about tech-driven sales and high-commission opportunities.