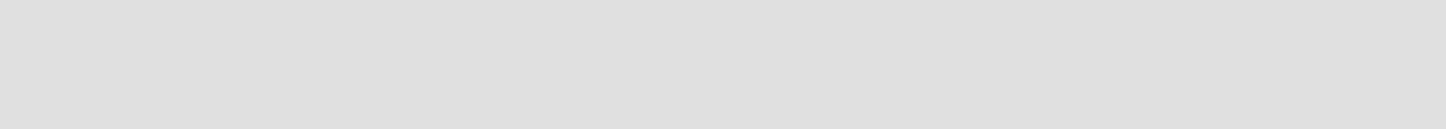
**Niraj Kumar Singh**



**Mobile:** 8802218895

**E-Mail:** nsniraj2@gmail.com

**In quest of career enrichment opportunities in Marketing / Business Development / Client Relationship Management**

***Marketing***

***Business Development***

***Key Account Management***

***Employment Chronicle***

***Areas of Exposure***



Devising & effectuating competitive selling strategies to improve the product awareness and enhance business growth.

Developing new clients by comparative study of market variable and providing them superior service.

Identifying key/institutional accounts and strategically secure profitable business.

Mapping the client’s requirements and providing customised solutions through new proposals, presentations etc.

Building and maintaining healthy business relations with enhancing customer satisfaction matrices by achieving timely delivery & service quality norms.

Assessing the customer feedback, evaluating areas of improvements & introducing improvements.

**360 Realtors LLP** **Sep 2016– Till date**



**Designation-** Assistant General Manager

***Role and Responsibilities-***

* Responsible for Residential properties sales.
* To plan weekly, monthly and quarterly goal sheet.
* Ensuring the post sales service to customer.

**Proptiger Realty Pvt. Ltd.** **Sep 2015– June 2016**



**Designation-** Relationship Manager

**Achievements:-**

* Got an increment in 6 months due to excellent performance.

**Favista Real Estate Pvt. Ltd.** **Dec 2013****– Sep 2015**

**Designation-** Sr. Property Consultant.

**Achievements:-**

* Got promoted in 9 months from Property Expert to Sr. Property Consultant due to excellent performance.

**IEnergizer IT Services Pvt. Ltd.** **Dec 2010****–Nov 2011**

**Designation –** Customer Care Executive

**Tech Mahindra Pvt. Ltd.** **Dec****2012****–Oct 2013**

**Designation-** Customer Service Associate(Back Office-Email Chat process)

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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |
|  | ACADEMIC | QUALIFICATIONS | | **:** |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
|  | NAME OF THE | | UNIVERSITY/ | | INSTITUTION / | YEAR OF | Division |  |  |
|  | COURSE | | BOARD | | COLLEGE | PASSING |  |  |  |
| MBA | | | **Sikkim Manipal** | | **Insoft Institue of** | 2017 |  |  |  |
|  |  |  | **University** | | **IT &** |  | 2nd Div |  |  |
|  |  |  |  |  | **Management** |  |  |  |  |
| BCA | | | **Sikkim Manipal** | | **Insoft Institue of** | **2013** | **2nd Div** |  |  |
|  |  |  | **University** | | **IT &** |  |  |  |  |
|  |  |  |  |  | **Management** |  |  |  |  |
| 10+2 (Science) | | | **B.S.E.B., Patna** | | **Bahadurpur** | **2010** | **1ST Div** |  |  |
|  |  |  |  |  | **College,Bahadur** |  |  |  |  |
|  |  |  |  |  | **pur, Saran** |  |  |  |  |
|  | High School | | **B.S.E.B., Patna** | | **High School** | **2008** | **1ST Div** |  |  |
|  |  |  | **Basantpur Siwan** |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |



STRENGTHS:

* Highly Dedicated.
* Good Analytical Skills.



PERSONAL PROFILE:

|  |  |  |
| --- | --- | --- |
|  |  |  |
| Father’s Name | Shree Rajballabh Singh |  |
| Address | C/O-Moolchandra Yadav, H. No.-6, Sec-73, |  |
|  | Village- Sarfabad, Near Sai Hospital, Noida(U.P.),201301 |  |
| Date of Birth: | Oct 05, 1992 |  |
| Gender: | Male |  |
| Marital Status: | Single |  |
| Nationality: | Indian |  |
| Languages Known: | English, Hindi |  |



DECLARATION:

I hereby declare that the information given above is true to my knowledge and belief.

|  |  |  |
| --- | --- | --- |
| Place: | **(Niraj Kumar Singh**) |  |
| Date**:** |  |