

Bhanu Pratap Singh
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Results-driven professional with solid background creating and executing integrated marketing and sales programs. Exceptional communicator with consultative sales style, strong negotiation skills, exceptional problem-solving abilities, and keen client needs assessment aptitude. Demonstrated ability to build and lead teams, facilitating learning and development.

Account Management | Business Development | Project Management | Team Building | Consultative & Solution Selling

Creative & Innovative | Learning Management | Sales Operations | Event Management | Customer Relationships

Empowering Leadership Style | Persuasive Communicator | Effective Negotiations

Professional Experience

AI Automation Administration | Lorvan Technology 11 2021 - 11 2021 | Bangalore | IND
IT Recruiter | Maintec Technology 09 2021 - 12 2022 | Bengaluru | IND

Identifies business growth opportunities and develops strategies to increase company sales. Generates new contracts and sales leads to drive sales growth. Initiates project management for new client implementation and directs new sales initiatives. Manage large client relationships.

Increased sales production 75% year-over-year by facilitating product sales in multiple markets. Researched organizations and individuals to secure new opportunities. Contacted potential clients to establish rapport and arrange meetings. Increased the value of current clients while attracting new ones. Located and developed new markets to improve sales and increase revenue. Develop quotes and proposals for clients.

Education

B.Tech in Computer Science and Engineering | Bundelkhand University | UP IND 08 2010- 02 2015
Intermediate | DVIS HP IND 2010
High School | DVIS HP IND 2008