

PIYUSH SINGH

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Date of Birth: 03/02/1989

WORK EXPERIENCE

Company Name: Joomzee Geo Tracker Pvt. Ltd Tenure: Sept, 2015 to Present
Designation : Head – Sales Department: Sales

Job Responsibility:

1. Core team member heading the Sales department of a Retail IT company
2. Devising Sales Plan, Imparting Product training and Assigning Team targets
3. Reviewing EOD reports, Preparing Weekly Sales Report and regular updation of MIS
4. Performance review of the Sales Executives and providing suggestion for improvement

Company Name: A3 Internet Wings Pvt. Ltd Tenure : March, 2015 to Sept, 2015
Designation : Business Development Manager Department: B2BBricks.com

Job Responsibility:

1. Cold-calling, Referral leads regular follow-up and setting up appointment for CRM demo
2. Meeting with Agents/Brokers/Real Estate Consultants/Developers and Builders
3. Ensuring timely closure and renewals of the deal
4. Imparting Sales Training to the Business Development Executive and helping them closing their deals as well

Company Name: Kotak Mahindra Bank Ltd Tenure : Sept, 2013 – Oct, 2014
Designation : Deputy Manager Department: Salaried Personal Loans

Job Responsibility:

1. Handling DMA Channel for sourcing files for Personal Loans in Mumbai
2. Adding up more channels for increasing business for the company
3. Coordinating with credit team for Timely Sanctions and with the Operations Team for Timely Disbursals
4. Ensuring that the payment of the Invoice of the respective DSA is released on time
5. Cross-selling for other retail asset products

Company Name: Kotak Mahindra Bank Ltd Tenure : March, 2013 – Aug, 2014
Designation : Deputy Manager Department: Credit Cards

Job Responsibility:

1. Heading the entire sales and distribution channel for Easyday Kotak Credit Card in Pune Region.
2. Recruiting, training and assigning targets to the Sales Executive
3. Reviewing EOD and preparing weekly Sales Report.
4. Cross-selling of other bank products like Personal Loans, Premium Credit Cards, etc.

SUMMER INTERNSHIP

Organization: Nirlep Appliances Ltd

Duration : May 2012 – June 2012

Project Title : Understanding Corporate Sales Process and Market Research on awareness of Induction Compatible Non- Stick Cookware

Internship Details:

1. Understanding the entire Sales Process of the Company and suggesting improvements in the process
2. Met some Corporate Clients and understanding their requirements
3. Conducted a Market Research to find the awareness of Induction Compatible Non-Stick Cookware among consumers and retailers
4. SWOT analysis of the product with the data collected
5. Providing recommendations to the company in terms of more visibility of the product

CERTIFICATION & ACHEIVEMENTS

1. Currently pursuing NSE Certified Business Analytics Certification Program from IMS Proschool
2. Certificate awarded for achieving more than 70% cross selling of credit cards in a quarter while working in Personal Loans Department in KMBL
3. Achieved targets for continuous 2 Quarters in Personal Loan Department in KMBL in 1 year

ACADEMIC QUALIFICATIONS

PGDM – Marketing (2011–2013)

IES Management College & Research Centre, AICTE, New Delhi

B. Sc – Information Technology (2007-2010)

S. K. Somaiya College of Science, Arts & Commerce, University of Mumbai

COMPETENCIES & SKILLS

- Leadership and Teamwork
- Good Analytical Skills
- Channel Management
- B2C and B2B Sales
- Product Development