

PANKAJ SINGH

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Address: J-142 Sector 22, Noida

OBJECTIVE

Looking opportunities that would enhance my skills and translate my potential into tangible benefits for the organization, seeking challenging environment where I can contribute and grow in the areas of design and development of Project and utilizing my knowledge and skill for continuous growth of my company and myself.

PROFESSIONAL SYNOPSIS

Offering 2 years of cross functional experience in the areas of:
Web Development & Technical Sales

- ⦿ An Out-of-the-Box thinker with a flair for identifying & adopting emerging trends & addressing industry requirements to achieve organizational objectives and profitability norms. Currently associated as Business Head with GAP IT & HR SOLUTIONS, Noida.
- ⦿ A strategic planner with proficiency in streamlining processes, defining continuous improvement processes.
- ⦿ Possess an ability to perceive multiple aspects of a situation and arrive at a rational decision to conquer obstacles.
- ⦿ Recognized as a proactive individual who can rapidly identify and solve problems, and implement effective strategies in challenging environments

CORE COMPETENCIES

Team Management ↵ Administration Skills ↵ Sales Management ↵ Relationship Management ↵ Team Player ↵ Systems & Processes ↵ Planning Skills

Soft Skills:

Analytical Skills ↵ Communication Skills ↵ Problem Solving abilities ↵ Decision making capabilities ↵ Managerial Skills ↵ Interpersonal Skills ↵ Success Oriented ↵ Organizational Skills ↵ Presentation Skills

CAREER CONTOUR

Vincular Testing Lab India Pvt. Ltd.

Test Engineer

01-JAN-2013 to 16 JUNE-2014

Work Profile:

WEB APPLICATION

- ❖ WWW.VINCULAR.IN
- ❖ WWW.WHITEWATER.CO.IN
- ❖ WWW.GADGETLITE.CO.IN

Responsibilities:

- Prepare the websites for the company
- Regular maintenance of the websites.
- Web Hosting for the websites
- Search Engine Optimization for the websites

OTHER:

- ❖ WPC Project's of BOSE, TOSIBHA etc
- ❖ BIS Project's of CISCO, Hitachi etc
- ❖ DeitY Project's of NEC, CISCO Real Image etc.

Responsibilities:

- Knowledge gathering from client and Government bodies.
- Documentation of the project as the requirement of the client.
- Maintaining database as per requirements.
- Delegation of the document as per the requirement.
- Guide the team member about the project

Steller Heights Pvt. Ltd**Relationship Manager****25- JULY-2014 to 27-OCT-2014****Work Profile:**

- Co-operate with the client as well Subordinates.
- Gather information to enhance policy to deal with the client.
- Setting up meetings with new clients
- Researching the latest products and regulations
- Looking for new sales opportunities

Sms N Media 4 India**Regional Sales Manager****01- NOV-2014 to 01-APR-2015****Work Profile:**

- Setting up meetings with new clients
- Provide the better services to the clients
- Meets regional sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.
- Establishes sales objectives by creating a sales plan and quota for districts in support of national objectives.
- Recommends product lines by identifying new product opportunities, and/or product, packaging, and service changes; surveying consumer needs and trends; tracking competitors.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks.
- Accomplishes sales and organization mission by completing related results as needed.

GAP IT &HR SOLUTIONS**Business Head****03-Apr-2015 to till now****Work Profile:**

- Sale the services of the organization.
- Manage the Team, assign the job to team and coordinate with the team
- Recommends product lines by identifying new product opportunities, and/or product, packaging, and service changes; surveying consumer needs and trends; tracking competitors

- Accomplishes sales and organization mission by completing related results as needed
- Create new strategy, make effective plan, execute plan & Maintain the goal.

ACADEMIC QUALIFICATION

Course	Institute	University	Year	Percentage
Master in Computer Application(MCA)	P.S.I.T.Kanpur	G.B.T.U. University	2010 – 2013	72.00%
B.C.A	Dr. V.S.I.C.S. Kanpur	C.S.J.M. University	2007 - 2010	67.00%
Intermediate	G.U Inter Collage, Lohianagar, Kanpur	U.P. Board	2005 - 2007	58.00%
High School	Sarswati Vidya Mandir ,	C.B.S.E. Board	2003	57.00%

Area of Expertise

Software and Application Development

- ⇒ Hand On project experience in design, development and Implementation of software applications In .NET Technology for Web Applications and Window Application etc.
- ⇒ Hand On Experience in SQL Server 2005/2008.
- ⇒ Working with a team of developers and managers to implement full project lifecycle development.
- ⇒ Project coordination, both from developer as well as from client side.
- ⇒ Eager to work in a challenging environment and always fosters self – development process through continuous learning effort.
- ⇒ Aware of Networking and testing of Networking Equipments concept

Business Analyst/Business Development

- ⇒ Creating Functional Specifications, perform gap analysis, and make recommendations that utilize the core strengths in Technology.
- ⇒ Good Knowledge of **Customer Relationship Module & Enterprise Resource Planning**.
- ⇒ Designing process flow diagram.
- ⇒ Analyzing business potential, Requirement Gathering and Analysis for preparing projects estimations.
- ⇒ Managing prospects and client throughout the project lifecycle.

Technical Skills:

Tool/Technology	ASP .NET 3.5,HTML,HTML-5, Java Script, CSS, PHP
Programming Languages	C#, JAVA, VB.NET
Data Base	SQL Server 2005 & 2007, oracle 9G &10G
Operating Systems	Windows –xp,7,8 MAC OS,
Web Hosting	Big Rock, Go daddy, Domain India, I page, E web guru

PERSONAL DOSSIER

Date of Birth: 12th June 1987
Gender: Male
Marital Status: Single
Languages Known: English, Hindi
Address: MIG 91 a B-Block, Panki, Kanpur 208020
Current CTC: 4.8 L/annum

DECLARATION

I hereby declare that particulars furnished above are true to the best of my knowledge and belief.

Yours Sincerely,

Date:

Place:

(Pankaj Singh)