

Curriculum Vitae

Gurvinder Singh,
34, Male,

H.No: 370/2, Jawahar Colony,
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Objective:

As a versatile strategic sales and marketing professional to work at renowned Tech based business establishments with vision where I could polish myself along with participating to accomplish the organizational goals.

March'2022

Associate as a Customer Success Manager at **Modern Growth Technologies Pvt Limited, New Delhi (A Unit of The Square, UK).**

- Responsible for Pre-sales along with maintain impeccable customer relationship Post sales key account roll.
- Ensure to all clientele are successfully using IT Software solution and a service (SAAS).
- Align customer the On-Boarding retention, adoption with elaborate the whole process in Demonstration.
- Manage Coordination with sales and operational team to going through process while implementation.
- Create client engagement with calendar and plan to reach out based on schedule event for meet up.
- Conduct business review meetings monthly /quarterly for monitoring usage of Software solution platform by customers.

March'21—February'22

Associated as a Business Development Manager at **DiCentral India Pvt Limited, NOIDA**

- Responsible of handling B2B Integrated suite SaaS automated digital transformation cloud solution for Corporate & Enterprises.
- Approach with go getter attitude to execute assigned tasks to enhance productivity.
- Develop and implement strategies plans to reach out CXO, CIO in order to exceed the business opportunities.
- Major focus on conducting direct sales cycles from prospecting to closing.
- As part of team maintaining coordination with superiors and subordinate to meet the deadline.
- Building up strong relationship with existing key accounts for upselling solutions.
- Flexible to handle challenges to accomplished goal.

April'19 – February'21

Associated as a Area Manager Sale at **PROLOGIC FIRST INDIA PVT LTD, GURUGRAM.**

Job profile /Responsibilities

- Proficiently plan and drive the Principle of Product sales and operational activities with best practices.
- Deliver to explore SaaS based ERP and Cloud Solutions for Hospitality industry and other Enterprise verticals.
- Expertise in team alignment to handling task with go getter confidence.
- Initiative to established focused product market design strategies to generate business from target market regions as well as through channel partners.
- Productive Utilization of network resources for Lead generation to focused prospects.
- Possess good communication and negotiable skills to handle the Key accounts.
- Can be mold myself in situation accordingly.
- Here is my achievement get contracted with Ministry of defense (IHQ Army headquarters MESS Project).

January'18 – March 19

Associated as a Territory Manager Sales at **IDS NEXT BUSINESS SOLUTION PVT LTD, BANGALORE.**

Job profile /Responsibilities

- Effectively Driven B2B & B2C sales operation along with client relationship as key accounting role.
- Lead to assigned task for enhance the productivity of SaaS ERP solution.
- Handling operational task as well as with mapping market to reach out new functionalities.
- Systematize coordination with team to accomplished task.
- Flexible to adopt the challenges of target area.
- My achievements herewith such as: Ramada Hotels (Chain), Span Resorts (Chain), Leo fort (chain) Anutham Resorts (Chain)

July'16 – December' 17

Associated as a Business Development Manager at **CLOUD SYSTEMS NOIDA UP.**

Job profile /Responsibilities: -

- Approach aggressively B2B corporate module to addressing client made relationship along with managing existing corporate clients to enhance the productivity.
- Targeting to explore Hospitality & Warehouse SaaS IT Solution.
- Manage team work coordinate with them for assigning task.
- Generate fresh clientele.
- Some of my achievements such as corporate: - Puri group PBN (Punjabi by Nature), MH1 group etc.

November '2014- June' 2016

Associated as a Assis Manager Business development at **CSAT SYSTEM PVT LTD NOIDA UP.**

Job profile /Responsibilities: -

- Generate lead of corporate clients for IT solution of ERP, CRM along with maintaining existing accounts relationship as a key account manager.
- Enhancing the market share by providing the ready to close deal.
- Address product strategies for operations.
- Determine market analysis to explore sales.

Skill Set:

- Operating systems worked on Microsoft Windows, Linux – Red Hat,
- Proficient in using software: MS Office, etc.
- Good communication and negotiable skills.
- Excellent team coordination.
- Flexible in travelling India and overseas.

Academics Achievements:

- **MBA(MKT)** from **MANAV BHARTI UNIVERSITY (MBU)** year 2014.
- **Bachelors in Business Administration - CAM** from **DAVIM** in year 2012, Faridabad affiliated to **Maharishi Dayanand University MDU, Rohtak.**
- Passed **A.I.S.S.C.E.** (10+2) from N.I.O.S in 2009,
- Passed **A.I.S.S.E.** (10th) from C.B.S.E. in 2007 from **KLMDPS**, No-1 Faridabad.

Professional Skills:

- Advance Diploma in Software Technology from STG, Sector 15 – Faridabad.

Trainings:

- 2 months' summer training in import section of M/S Sanden Vikas India limited, Faridabad.

Strength:

- Team player and coordinator.

Extracurricular Activities:

- Organizing Bhangra and Razzmatazz in college campus
- Participated in Fashion Parade at DU Fest.

Hobbies:

- Outing & Singing.

Personal Information:

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| • Father's Name | ➤ Pritam Singh, |
| • Mother's name | ➤ Gurmeet Kaur, |
| • D.O. B | ➤ 30 th December'1987, |
| • Marital Status | ➤ Married, |
| • Sibling | ➤ Elder Brother, |
| • Languages Proficient with | ➤ English, Hindi, |
| • Passport | ➤ Punjabi, |
| | ➤ W5670810. |

Gurvinder Singh,

Declaration: The above given information is true to the best of my knowledge.

