**Shiwangi Singh**

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**CAREER OBJECTIVE**

Seeking a challenging career with an MNC. Highly organized and hard-working individual looking for a responsible position to gain practical experience. To make interpersonal skills to achieve goals of a company that focus on customer satisfaction and customer experience*.*

**PROFESSIONAL EXPERIENCE**

1. **Inventives**, **Pune** February 2020 - March 2020

Senior Business Development Executive.

Responsible for Inside and Pre Sales, Sales Support Programs, Demand Generation, Lead Generation, Contact Discovery and Market Research

* + IBM, VMware, Cisco, Hewlett High-five (Cloud Center Software), Ring Central (Cloud Center Software), etc. by executing different sales support programs for the fulfillment of their sales and demand generation requirements.
  + Worked thoroughly on different geographical areas such as USA, UK, EMEA and APAC. Currently working on the USA for fulfillment of client's sales support requirements by increasing the interaction and building the rapport with decision makers, partner teams.
  + Screening the profiles and connecting CXO, VP, Director and Manager level decision makers or influencers across the globe for developing & implementing crucial go-to-market strategies to bridge the gap between client's businesses and prospects to meet client's business goals 4.Contact discovery through variety of search engines like LinkedIn, Zoom Info, etc. for getting most qualified prospects as per client needs.

1. **Hotel Sheldon, Kolkata** October 2015-November 2018
   * Monitors arrivals/departures and makes staffing adjustments accordingly
   * Assigns and instructs Front Desk Representatives in details of work
   * Personally, handles all guest relocations according to established guidelines
   * Assures that all financial and credit procedures are followed
   * Sourcing new clients
   * Designing and implementing target-oriented sales and marketing campaigns

**Internship:**

Hyundai April 2015-June2015

Hands on with all the mechanical parts (Radio, Engine, AC etcetera) of Automotive Vehicle

**EDUCATIONAL QUALIFICATION**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| DEGREE | SCHOOL/UNIVERSITY | STREAM | YEAR OF PASSING | MARKS/PERCENTEAGE |
| B. Tech./BE | Pailan college of Management and Technology (MAKAUT) | ELECTRONICS AND COMMUNICATION | 2016 | 6.9 (DGPA) |
| 12th | CBSE | Science | 2011 | 72% |
| 10th | ICSE | General | 2009 | 83% |

**TECHNICAL SKILLS**

* Basic computing skills (Word, Power Point, Excel, Windows 10)

**PERSONAL PROFILE**

* Date of Birth : 3rd February, 1993
* Father’s Name : Om Prakash Singh
* Mother’s Name : Sadhana Singh
* Siblings : Shivam (Brother), Anchita (Sister)
* Hobbies : Playing Guitar, outdoor Games (Lawn Tennis, Badminton), Taking care of pets
* Gender : Female
* Languages Known : English, Hindi and Bengali.
* Nationality : Indian
* Passport : Available

I hereby declare that all the information stated above are true to the best of my knowledge.

Shiwangi Singh

**Applicant**