Shiwangi Singh

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# 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.*

# EMPLOYMENT SCAN (Experience – 4 year)

## Sr. Demand Generation Executive

***IDKITHUB***

November 2018 – December 2020 Pune Area, India

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

1. *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.*
2. *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.*
3. *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, ZoomInfo, etc. for getting most qualified prospects as per client needs.*

## Sr. Front Desk Executive Hotel SHELDON

Oct 2015 – Nov 2018 Present Kolkata Area, India

* + *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*

## Qualifications



* ***Degree:*** *BACHELORS*
* ***Branch****: ELECTRONICS AND COMMUNICATION*
* ***College:*** *PAILAN COLLEGE OF MANAGEMENT AND TECHNOLOGY.*
* ***Avg. DGPA:*** *6.9*
* ***Graduated:*** *2016*

## Education AISSCE

* + *Central Board of Secondary Education*
  + *Obtained the class 12 board results with 72%*

## ICSE

*March 2008 — September 2009*

*Indian Certificate of Secondary Education*

*Obtained the class 10 board results with 83%*

## Interests

* + - *Playing Guitar*
    - *Playing outdoor games (Lawn Tennis, badminton) Indoor Games (Table Tennis)*

*Taking care of pets.*