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# Suraj Singh Negi

## Research Associate

89/1, Badripur  
Paonta Sahib  
Sirmaur (HP) 173025  
+91 9882200229  
negisuraj080@gmail.com

## SKILLS

Results-driven professional with four years of adept experience in sales research, data management, and CRM software utilization. Leveraging a comprehensive background in Mechanical Engineering, I have seamlessly combined technical expertise with a keen aptitude for sales analytics. Proficient in extracting actionable insights from data, streamlining storage systems, and driving business growth through strategic CRM implementation. I am dedicated to optimizing processes, enhancing customer relationships, and contributing to the achievement of organizational goals.

## EXPERIENCE

### Marginedge, Mohali

- Research Associate (August 2019 - December 2023)
  - Started as a Sales Research Associate with a fresh perspective, eager to contribute and learn in a dynamic corporate environment.
  - Engaged in comprehensive market research and analysis, honing skills in data collection, interpretation, and report generation.
  - Collaborated with cross-functional teams to gather insights, supporting informed decision-making and strategic planning.
  - Assisted in maintaining and updating the customer relationship management (CRM) system, ensuring accurate and up-to-date sales data.
  - Continuously developed a deep understanding of the company's products and services, enabling effective communication with clients and prospects.
- Assistant Sales Team Lead (January 2021-Present)
  - Successfully managed a team of 16 sales representatives.
  - Developed and implemented sales strategies that improve the efficiency of the sales team.
  - Led sales training sessions and provide individual coaching to team members, resulting in improvement in overall sales performance.

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## EDUCATION

**Global Academy Public School, Paonta Sahib - 10th**

March 2014 - March 2015

**Ganpati Group of Institutions , Yamunanagar - Diploma (Mechanical)**

MONTH 2015 - MONTH 2018

## Awards

- Best Performer (Fresher) - 2019- 2020.
- Academic Excellence Award (6th sem) - 2017-2018.
- Participation award in badminton (dist. finals).

## Hobbies

- Fitness Activities
- Volunteering
- Traveling