

NITISH KUMAR SINGH

CUSTOMER ONBOARDING STRATEGIST

CONTACT

Ratu Kantu Ranchi
Jharkhand, 835222
+91.9113745563
Singhnitishkumar010@gmail.com
linkedin.com/in/nitishkumarsingh010

EDUCATION

BBA • OCT 2023

Marwari college

Ranchi

Finance Specialization

1st Place CGPA- 8.1

SKILLS

Account Management
Business Development
Customer-Focused Selling
Digital Marketing
Sales Processes
Project Management
Digital Media
Problem Solving
Leadership
Teamwork
Data Analysis & Product Offering

CERTIFICATION

•Google Digital Garage – JULY 2023
Fundamentals of Digital Marketing
•LinkedIn Learning – OCT 2023
Project Management Foundation
•Great Learning – AUG 2023
Supply Chain Management

PROFILE

Customer Onboarding Strategist with 3+ years of experience in digital marketing and data analysis. Proven ability to manage customer relationships, develop and execute marketing plans, and analyze data to improve results. Seeking a challenging role in a fast-paced environment where I can use my skills to help businesses succeed.

EXPERIENCE

BUSINESS DEVELOPMENT ASSOCIATE • DEC 2022-MAR 2023

BYJU'S • Harmu Road, Ranchi

- Collaborated with senior leadership to create and manage a 1 million INR annual budget, aligning financial goals with company objectives.
- Implemented a strategic marketing plan that led to an impressive increased client retention by 80% within six months.
- Conducted comprehensive training programs for 150 employees, including 15 management staff, enhancing team performance and capabilities.

PROJECT

KPMG FORAGE | DATA ANALYTICS • JULY 2023 (CERTIFICATE)

Data Analytics certification demonstrates ability to use data to understand customer needs and develop personalized data plans. This certification is to analyze data sets and advise a client on customer targeting with the data, analytics & modelling team.

KPMG FORAGE | TAX VIRTUAL • JULY 2023 (CERTIFICATE)

Tax Virtual Tasks certification to understand and advise clients on the tax consequences of complex transactions, such as corporate capital reductions and off-market share buy-backs. It demonstrates ability to provide clients with the information which helps to make informed decisions about financial planning.

Language

English (Fluent), Hindi (Fluent), Telugu (Fluent).