

# MARUT PRATAP SINGH

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As Key Account Manager With 4 Years experience and a strong back ground playing a vital role in the development, management, growth and retention of key accounts for a wide range of organization. Services centric leader dedicated to fueling revenues, enhancing client experience and achieving top brand loyalty. Highly adept in performing within high pressure and deadline –driven environment, driving full sales lifecycles with focus on territory expansion.

## SKILLS

- Sales reporting
- Sales expertise
- Goals and performance
- Advertising Promotions
- Territory Management
- Products and Services
- Self –Motivated
- Relationship building and management

## WORK HISTORY

**2,Jan 2018 – Current**  
**Key Account manager**  
**OLX INDIA**  
**Gurugram**

Responsible for producing incremental revenue by building customer plans, developing marketing strategies and penetrating various levels of customer management.

### **Duties:**

Responsible for selling, closing, servicing and expanding the current customer base within an assigned territory.

Selecting sites for new development with a focus on multi-unit opportunities.

Managing relationships with **Consultancy, SME, Corporates** clients and **community** partners.

Regularly travelling to regional company sites, meeting area managers and getting product feedback from them.

Providing highly professional sales and marketing expertise and back up to sales representatives.

**Nov 2016 – Dec 2017**  
**Retail Account Manager**  
**Just Buy Live Enterprise Pvt Ltd**

Maintain and develop relationships with existing customers in person and via telephone calls and emails.

Cold call to arrange meetings with potential customers to prospect for new business.

Respond to incoming email and phone enquiries.

Advise on forthcoming product development and discuss special promotions.

**Trained and developed a team of five new field sales executives who achieved an average of 120% of their sales targets within their first three months.**

**June 2016 –Nov 2016**

**Sales Executive**

**Tikona Broadband**

**Mohan co-operative**

**Delhi**

Developed a new system for generating sales leads which was implemented across the organization and resulted in 30 % improvement in sales performance.

Let a team of sales and marketing executives in a promotional campaign that results in increased sales.

## **Education**

2012-15

Graduation

PGDAV College University of Delhi

## **Technical Skills**

Basic Computer Knowledge (MS-Office, Internet)

## **Personal Details**

- Fathers Name : Mr. Dev Nath Singh
- Mothers Name : Kanchan Singh
- Nationality : Indian
- Religion : Hindu
- Gender : Male
- Date of birth : 05 /01/1996

## **Declaration**

- My self Marut Pratap Singh I hereby declare that the information's furnished above is true and complete to best of my knowledge and belief.

- Date.....

**(MARUT PRATAP SINGH )**

