

Sujeet Singh

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E Mail: sujeet.sbsingh@gmail.com

Dated: __/__/2015

Dear Sir/Mam,

It was with great interest that I come to know your recent posting coming up in _____ for the position of _____. In response, I enclose my resume for your consideration.

Review of my credentials will confirm that I am capable of serving as the catalyst for achieving revenue objectives and organic growth through effective contributions. I possess over 15 + years of experience in Sales and Marketing, Business Development, Channel Management, CRM and Team Management and Investment Advisory in Real Estate, Investment Banking & Financial Services and Insurance.

Adroit in conceptualizing, implementing and developing process operations, procedures and service standards with top to bottom line profitability thus achieving the business goals for business excellence. Demonstrated abilities in implementing strategies for augmenting business, identifying and penetrating new market segments, promoting brand for business excellence.

I am currently associated with Investors Clinic as General Manager – Sales & Marketing.

I understand that working for your organization requires a candidate who is team oriented and is able to deal with people in various departments. I am confident that I possess these skills, which will help me to perform the job efficiently and effectively.

My goal is to transit my enthusiasm, creativity and experience into a position, where I continue to provide the strategic and tactical leadership critical to retaining valued customers of an organization. I am certain that my presence in your team will prove to be beneficial to your organization. As such, I would welcome an opportunity to speak with you to evaluate your needs and share my ideas.

Thanking you.
Sincerely,

Sujeet Singh

Enclosure: Resume

Reference: <http://in.linkedin.com/in/sujeetsbsingh>

Microsoft
CERTIFIED
Professional

Sujeet Singh

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Assignments in Business Development/Sales & Team Management / Investment Banking / Fund Raising with an organisation of repute with preference to the Commercial Real Estate into IPC /Investment Banking Firms.

Professional Snapshot

- Possess multifaceted experience of over 15 years of in Sales & Marketing, with Middle Sr. Level into organisations like Real Estate / Investment Banking & Wealth Management & Insurance.
- 7 years of core Strategic Marketing, Training & Channel Development experience in designing & developing marketing plans, go to market strategy & trade marketing plans catering to Bottom of Pyramid Agents & Sales Management Forces in East U.P. For ICICI Prudential Life, Reliance Life & Bajaj Life Insurance Co. Ltd.
- 5 years in BFSI sales, developing/implementing distribution models and managing different channels for Life & Health Insurance, Mutual Funds business with ICICI Bank and HDFC Bank. Out of which 2.5 years spent in Core Wealth Management & Corporate Banking Services Delivery for Large Corporates in Gurgaon with ICICI Bank Wealth Management.
- 3 years in Strategic Management, Sales & Marketing & Planning of Real Estate Sales in Gurgaon Delhi Noida & U.P. International Realty Sales Market knowledge of Dubai Properties for DAMAC Sales in Indian Market.
- Lead teams of direct reports up to 15 and with over 150 indirect reports achieving an annual turnover up to 200 Cr.
- Expert in conceptualizing/implementing Project Management & Sales Team Building strategies to sustain and increase market shares. Responsible for annual sales target achievement to the tune of 150 Cr.
- An expert in Real Estate Project Operations, Sales, Strategic Planning, Team Management, Business Development, Financial Planning Analytics & Advisory, Investment Banking P/E, Venture Capital & Fund Raising Services.
- Possess solid track record of successful situational leadership style, exceptional mentor and coach, with innate leadership abilities to recruit, build and retain top performing sales teams. Expert in launching New Business & Managing Policies.
- An excellent track record in achieving and improving top and bottom line, reach, coverage and organizational development with highest ethical standards. Preciously, Can be tapped as a Business Starter who can keep foundation of Solid business after doing his own set of Readings and Analysis.

Core Competencies

Sales Management - Strategic Sales, Business Development, Channel Development, Large Team Development
Leadership & Training - Coaching & Mentoring, Product Designing & Training, Market Research, Change Management
Investment Banking - Projects Financing, Fund Raising, P/E Funding, Venture Capital & Project Management
Project Management - Real Estate, Banking, Insurance, Sales & Marketing, Training, Go to Market, Problem Solving
Business Development - Zonal & Regional Management, Recruitment / Retention, Distribution (Rural, Urban & Metro)

Career Highlights

- Adept in spearheading and managing multicultural teams across Indian geography ranging in Entire North & Central India from UP/Bihar/Jharkhand/MP/Chhattisgarh/Rajasthan/ Haryana and Gurgaon Delhi NCR.
- High orientation in creating and testing new systems/process which brings a significant impact in sales numbers, reduces operating cost, enhances consumer satisfaction and boosts employee motivation.
- Inducted Wealth Management and consumer research activities, new product development research and analysis of McKinsey wealth management program and wealth channel performance.
- Instrumental in initiating, planning and implementing various change management process for enhancing productivity, reducing cost and increasing operational effectiveness for ICICI Prudential Life Channel Development & Recruitment Projects for PGPMI.
- Extensively worked in the Indian rural markets of U.P East & West/Bihar/Jharkhand/M.P./Haryana in designing a systematic matrix for brand awareness/advisor network in rural markets to steer the market share and distribution of Real Estate & Life Insurance products in ICICI Prudential, Bajaj Allianz, Aviva & Reliance Life Insurance Co Ltd.

Employment Account

Investors Clinic – General Manager – Noida	June 2015 – November 2015
Blue Horse Infrastructure Pvt. Ltd. - Principal Consultant – A.V.P. Finance – Noida	August 2014 – January 2015
ICICI Bank Ltd. - Wealth Management - Relationship Manager – Gurgaon (IJP)	October 2010 - August 2013
ICICI Prudential Life Insurance Co. Ltd. - Area Manager - Agency Development	June 2007 - October 2010
Reliance Life Insurance Co. Ltd. - Area Training Manager - East U.P. – Varanasi	August 2006 - June 2007
Bajaj Allianz Life Insurance Co. Ltd. - Branch Training Manager – Allahabad	July 2005 - August 2006
Aviva Life Insurance Co. Ltd. – Asst. Sales Manager. Lucknow	June 2004 - July 2005
HDFC Bank Ltd - Sr. Sales Officer East U.P.	November 2002 - June 2004

Accomplishments & Accolade

Real Estate

- Working with **Investors Clinic** on a New Project called **ICR-FOCUS** selling Inventories to Retail & Corporates of Lotus Greens, Homes & Soul, Supertech, Ajnara & Solitarian these are all projects under JV, Self-Development, Underwritten Project Inventories in Residential & Commercial Spaces. Training & Hub & Spoke Model Development across North India & Central India like Madhya Pradesh.
- Instrumental as **Principal Consultant** in project liaison with government officials & corporate leaders in departments like Noida & Lucknow Development Authority, UP State Nirman Nigam for project development of **Blue Horse Infrastructure Pvt. Ltd. with Ansal API** in Shushant Golf City Lucknow.
- Created an Online Portal Strategy for a subsidiary of Blue Horse Infrastructure called www.propertyconsultantgroup.com for Project Sales of Developers in Noida across North India & NRI Markets.
- Worked as full time Property Consultant under **Land Movers** since Aug 2013 Sold Projects across Gurgaon, Delhi NCR & Punjab, U.P., Bihar, Jharkhand & M.P. of DLF, EMMAR, IREO, Godrej, TATA, Ananatraj, Ansal, Airwil, Unnati, Cosmic, Mahagun, ABA Corp, Lotus Greens, 3C, Home & Soul, ATS & SAHA Developers etc.

BFSI

- Recognised as Business Banking Superstar for Wealth Management Branch of Golf Course Gurgaon with acquisition of highest book value Business Banking A/C's of Reliance & Hitachi Metals with Float and highest revenue generated for Business Banking Products adding overall revenue to Gurgaon Cluster.
- Designed and implemented various process enablers for IRDA licensing of agents which greatly enhanced the agent quality and reduced the overall cost by 18% by going Online Examinations.
- Recruited, Trained & Activated Highest numbers of Agents Licensing for ICICI Prudential for Year 2007-08. Spearheaded the insurance agency distribution and increased the turnover to 8% of total revenue against a national target of 6% in the states of UP, Bihar and Jharkhand.

Accolades

- Recognised as Business Banking Superstar by Head of Wealth Management - Prathit Bhubhe 2012-13.*
- Received with Pan India Highest CD Contribution Award – III rd position by National Head Agency Development - Mr Pranav Mishra 2009-10.*
- ED Challenge 2009 ICICI Prudential Life Insurance Co. Ltd awarded by ED – Bhargav Dasgupta.*

Management Trainings

<u>Tenure</u>	<u>Organization</u>	<u>Designation</u>
Apr'02 to Oct'02	ICICI Bank Ltd. at Allahabad (UP)	Management Trainee

Certifications

Microsoft Certified Professional - Microsoft Corporation	January 2002
WMA – Wealth Management Academy - ICICI Bank Wealth Management	October 2011
NCFM – Financial Market Beginners Module - NCFM Share Market Training Institute	June 2007
IRDA- IC-33 Insurance Regulatory & Development Authority	November 2011
NISM AMFI - National Institute of Securities Markets	January 2012

Education

University of Allahabad - B.Com 1999 - 2002

Mercantile Law, Public Administration, Banking & Insurance

Activities: National Cadet Core - U.P. 16 Battalion-Artillery "B" Certificate

U.P. Board- CAV Intermediate School & College Allahabad Banking & Commerce 1996 - 1999

ICSE- Boy's High School & Collage Allahabad Banking & Commerce 1996 – 1997

IT Skills

Well versed with MS Office, Internet and working knowledge of ERP packages.

Sound Knowledge on Website Development and Promotions through SEM Marketing.

Sound Knowledge on Network Management, Computers Hardware and Development.

Personal Dossier

Address : Green View Apartments, 17- C MIG Sector 99, (Behind Louts Boulevard)
Noida, U.P. - 201301

Date of Birth : 1st August 1979

Passport : Valid From Jan 2014 till 2024

Passport No : Z2769453

Personal Interest : Mentoring & Coaching, Training, Market Research on Industries like Real Estate,
Updates on Information Technology, Reading, Travelling & Music.

Microsoft
CERTIFIED
Professional

Sujeet Singh

<http://in.linkedin.com/in/sujeetsbsingh>

Dated: __/__/2015