

# CURRICULUM VITAE

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## OBJECTIVE :

To obtain a position that will enable me to use my strong organizational skills, educational background, and ability to work well with people.

## EDUCATIONAL QUALIFICATIONS :

QUALIFICATION	BOARD/UNIVERSITY	YEAR	INSTITUTE
PGDM	A.I.C.T.E. Approved	20011 – 13	JIMS, New Delhi
BCA	CCS UNIVERSITY	2008 –11	Bharat Institute of Technology, Meerut
XII	C.B.S.E.	2008	Guru tegh bahadur public School, Meerut
X	C.B.S.E.	2006	Dewan Public School,Hapur

## SPECIALIZATION OPTED :

**International Business with Finance & Marketing**

## AWARDS AND ACHIEVEMENTS

- Best athlete of the school
- Attended THE INTENATIONAL CONFRENCE IN NATIONAL UNIVERSITY OF SINGAPORE ON “UNDERSTANDING ASIAN BUSINESS ENVIRONMENT”.

## TECHNICAL SKILLS :

- M.S Office
- C language
- C++ language
- Visual basic

**PROJECTS UNDERTAKEN :**

<b>Mentorship/ (earlier)</b>	<ul style="list-style-type: none"><li>• <b>Name of Company:</b> LLOYD ENGINEERING</li><li>• <b>Project Title:</b> My project is on ‘Comparative analysis between Lloyd and Samsung air conditioners’</li><li>• <b>Description:</b> In the project I have studied the behavior patterns of the customers and retailers towards the promotional schemes while purchasing the air conditioners.</li><li>• <b>Duration:</b> 1 months</li></ul>
<b>Mentorship/ Summer internship</b>	<ul style="list-style-type: none"><li>• <b>Name of Company:</b> CEASE FIRE</li><li>• <b>Description:</b> First of all they provide me the training of all the products of cease fire and I was the best trainee over there. After that we go to the field and learn how to make relation with customers and at the end of this internship process they offered me the jobs of 3.1Lac</li><li>• <b>Duration :</b> 3 months</li></ul>

**WORK EXPERIENCE :**

Company :- **Mother Dairy Fruit and Vegetable PVT LTD**

Designation:- Sales Representative

Experience :- One year

City :- Gurgaon

Job Profile :-

- Maintain relationship with category Managers (Key account).
- Manage Primary and Secondary sales activities and reports.
- Settle claims between Distributor, Key account and Company
- Maximize product sale of the company with in allotted territory.
- Report regularly at pre-determined intervals on issues related to sales performance, Modern trade network, Opportunities, Competition and Market condition.
- Increase brand share across all the stores.
- Identify sales/distribution gap, Channel management.
- Strategizing and planning for annual and monthly target.

Company :- **Posh Hospitality Pvt Ltd**

Designation:- Project Manager

Experience :- 01/09/2014 to 30/03/2017

City :- Meerut

Job Profile :-

- Purchase and maintain the goods & stock on site.
- Planning and coordination of work.
- Make daily & Monthly reports.
- Organizing the various professional people working on a project.
- Risk analysis & management.
- Making sure that all the aims of the project are met.

- Making sure the quality standards are met.
- Using IT systems to keep track of people and progress.
- Recruiting specialists and sub-contractors.
- Monitoring sub-contractors to ensure guidelines are maintained.
- Overseeing the accounting, costing and billing.
- Coordinate with architects and vendors.
- Market analysis and make comparison of product.

Company :- Hotel Broadway INN (**Posh Hospitality Pvt Ltd**)

Designation:- Hotel Manager

Experience :- 1/04/2017 to 30/12/2017

City :- Meerut

Job Profile :-

- Purchase and maintain the goods & stock.
- Make daily & Monthly reports.
- Managing the clients like their bookings, arrangements and follow-ups
- Managing the finances and expenses.

Company :-**Kanha Enterprises Pvt Ltd**

Designation:- Senior Manager Business Developer

Experience :- 01/01/2018 to 30/08/2019

City :- Meerut

Job Profile :-

- Maintain relationship with Branch Managers (Key account).
- Valuation of the projects.
- Recovery of the projects.
- Auction of the projects
- Generate investors.

Company :- **OYO Weddingz.in**

Designation:- Senior sales manager

Experience :- 02/09/2019 to Till date

City :- Meerut

Job Profile :- Looking after sales & profit of assigned venues in meerut city.

Maintain relations with banquet & Hotel owners

Managing the clients like their bookings & all their arrangements

Also doing marketing and advertising , BTL activation & ATL

Activation.

Responsible person for maintaining daily report analysis in meerut city.

Follow up the guest through handling CRM & serve them the same date for multiple venue of the whole meerut

#### **EXTRA-CURRICULAR ACTIVITIES :**

- House captain in the school
- Organized many event

#### **PERSONAL PROFILE :**

<b>Date of Birth</b>	:	19 Feb 1991
<b>Father's Name</b>	:	Mr. Devendra Singhal
<b>Nationality</b>	:	Indian
<b>Marital Status</b>	:	Single
<b>Languages Known</b>	:	English, Hindi
<b>Hobbies</b>	:	Athletics

#### **STRENGTHS :**

✓ Analytical, Cool-headed, Willing to learn,

#### **DECLARATION :**

I hereby declare that all the details given above are true to the best of my knowledge and belief.

Place:

Yours Sincerely

Date:

**(Nimit Singhal)**