

Aditya Singh

A hard-working, knowledgeable and target-oriented Sales Manager with an extensive successful sales record. Builds and maintains a loyal client base through strong relationship-building skills, and excels at devising strategies for increased sales. I believe in building relationships and not just sales.

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EXPERIENCE

Limetray, Gurugram

Sales Manager | January 2020—Present

- Promoted within a 5 month timeframe for exceeding goals and supporting company culture.
- Over achieved targets Quarter on Quarter.
- Piloted India sales, working with a team of 8 other Sales Managers to achieve a dominating start during the covid-19 Pandemic, while closing 20 brands (company record) in my second quarter, with brands like the chocolate spoon company, Fat cat bistro, Miam patisserie to name a few.
- Signed the highest number of brands (52) in a team of eight in 3 Quarters.
- At Limetray, I have brought in the highest amount of Cash and MRR(Monthly recurring revenue), while maintaining an ARPA(Average revenue per account) of 45,000.
- Over achieved my target in both Quarter significantly.
- Broke the company record for the highest sales in a month and the most amount of brands closed in a quarter during the Covid-19 Pandemic.

Sales Development Representative | August 2019—December 2019

- Over achieved my target as an SDR by 158%.
- Helped in expansion of new markets, ie: Lebanon, Kuwait, Saudi Arabia
- Over achieved my target as a Sales manager by 117% in my first quarter..
- Closed 19 deals which brought in 5,80,000 Rs worth of cash flow.

Best Enterprises, Gurugram — *Founder*

September 2018 - July 2019

- Co-Started a rolling paper brand.
- In 6 months, we expanded into Multiple Markets in India and reached the break even in just 4 months. .
- Built our network of suppliers in china and vendors, wholesalers in various markets in india through aggressive selling techniques.

OMCO, New Delhi — Sales Manager

January 2018 - July 2018

- Lead generation and cold calling to create sales for the company.
- Achieved my target week on week and got promoted to sales manager in just 1 month for Over achieving my target..
- Brought 6 Lakhs worth of sales for the company.
- Worked on the new brand that the company launched, Krystal.

SKILLS

1. Exceptional verbal and written communication
2. Reliable and effective closing methods,
3. Highly motivated self-starter
4. Proficient with SAAS Products.
5. Excellent networking skills
6. Expert in Salesforce, SAP, Microsoft Office, Access, and CRM softwares
7. Digital marketing
8. Problem solving
- 9.
10. Experience with lead generation and customer retention
11. Risk Management
12. Social media marketing

AWARDS

- Zonal Football Champion 2014
- Winner of various Football/ Tennis competition
- AITA Rank 114

- Helped the organisation to enter into new markets in india.
- Brought 6 Lakhs worth of sales for the company.

Pressure Jetters, New Delhi — Founder

January 2017 - September 2019

- Founded a Waste Management company.
- Reached the break even in 1.5 years.
- Started with 1 machine and expanded to 5 in 2 years.
- Expanded the company in Various markets.

The Imperial Hotel, New Delhi — Sales Intern

June 2017 - July 2017

- - Understood the various ways hotels generate leads.
- - Learnt about various selling and negotiation strategies used to close deals of corporate level clients.
- - Understood what kind of marketing and PR channels Imperial uses to generate leads.

LANGUAGES

English, German, Hindi.

EDUCATION

Amity University, Uttar Pradesh — *BBA in International business.*

August 2016 - August 2019

Amity international school, Pushp Vihar— *CBSE*

MONTH 2002 - MONTH 2018

PROJECTS

Student Exchange Program — *United States of America.*

April 2019 - June 2019

I went to Amity University, New York, USA for a student exchange program which consisted of 25 selected students. This program is designed to make the student understand the social, cultural, economic and business differences between the USA and India. This program gave me an overview of how to work in a team and understand the importance of networking. We attended various seminars/Conferences related to business at Harvard University, New York University, United nations.