

Niraj Kumar Singh

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In quest of career enrichment opportunities in Marketing / Business Development / Client Relationship Management

Areas of Exposure

Marketing

Devising & effectuating competitive selling strategies to improve the product awareness and enhance business growth.

Business Development

Developing new clients by comparative study of market variable and providing them superior service.

Identifying key/institutional accounts and strategically secure profitable business.

Key Account Management

Mapping the client's requirements and providing customised solutions through new proposals, presentations etc.

Building and maintaining healthy business relations with enhancing customer satisfaction matrices by achieving timely delivery & service quality norms.

Employment Chronicle

Assessing the customer feedback, evaluating areas of improvements & introducing improvements.

360 Realtors LLP

Sep 2016– Till date

Designation- Assistant General Manager

Role and Responsibilities-

- Responsible for Residential properties sales.
- To plan weekly, monthly and quarterly goal sheet.
- Ensuring the post sales service to customer.

Proptiger Realty Pvt. Ltd.

Sep 2015– June 2016

Designation- Relationship Manager

Achievements:-

- Got an increment in 6 months due to excellent performance.

Favista Real Estate Pvt. Ltd.**Dec 2013 – Sep 2015****Designation-** Sr. Property Consultant.**Achievements:-**

- Got promoted in 9 months from Property Expert to Sr. Property Consultant due to excellent performance.

IEnergizer IT Services Pvt. Ltd. Dec 2010 –Nov 2011**Designation –** Customer Care Executive**Tech Mahindra Pvt. Ltd.****Dec 20****Designation-** Customer Service Associate(Back Office-Email Chat process)**ACADEMIC QUALIFICATIONS :**

| NAME OF THE COURSE | UNIVERSITY/ BOARD | INSTITUTION / COLLEGE | YEAR OF PASSING |
|--------------------|---------------------------|---------------------------------------|-----------------|
| MBA | Sikkim Manipal University | Insoft Institue of IT & Management | 2017 |
| BCA | Sikkim Manipal University | Insoft Institue of IT & Management | 2013 |
| 10+2 (Science) | B.S.E.B., Patna | Bahadurpur College,Bahadur pur, Saran | 2010 |
| High School | B.S.E.B., Patna | High School Basantpur Siwan | 2008 |

STRENGTHS:

- Highly Dedicated.
- Good Analytical Skills.

PERSONAL PROFILE:

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|----------------|---|
| Father's Name | Shree Rajballabh Singh |
| Address | C/O-Moolchandra Yadav, H. No.-6, Sec-73, Village- Sarfabad, Near Sai Hospital, Noida(U.P) |
| Date of Birth: | Oct 05, 1992 |

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|------------------|----------------|
| Gender: | Male |
| Marital Status: | Single |
| Nationality: | Indian |
| Languages Known: | English, Hindi |

DECLARATION:

I hereby declare that the information given above is true to my knowledge and belief.

Place:

Date:

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