ARPIT SINGH NEGI

MBA (Marketing & Sales), B.E. (Mechanical)

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**OBJECTIVE**

Seeking opportunity with a fast paced growing firm that offers a constructive workplace to develop brand strategies, sales strategy planning, promote new products, and interact with new clients in order to develop sustained business for the organization.

**EXPERIENCE**

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| --- | --- | --- | --- |
| **Designation** | **Department** | **Organization** | **Tenure** |
| Senior Manager | Business Development | Safezy Enterprises | Jun'15 - Present |
| Senior Manager | Business Development | Ceasefire Ind. Ltd. | Aug'13 - Jun'15 |

Kay Result Areas:

* Market research for identifying new business opportunities.
* Liaising clients about the advantages of the products or services offered and follow up with them in order to close the business deals.
* Responding to the client queries regarding the products within time.
* Developing business proposals for new and existing customers.
* Developing strong customer relationships in order to generate high volume of prospective clients.

**SKILLS**

* Negotiation
* Vendor Relations,
* Customer Satisfaction,
* Communication,
* Responsible

**EDUCATION**

* Master of Business Administration ( 2011-2013)

Marketing and Sales

Amity University Madhya-Pradesh, Gwalior, M.P

* Bachelor of Engineering (2006-2010)

Mechanical Engineering

Institute of Information Technology and Management, Gwalior, M.P.

**INTERNSHIPS**

* Summer Intern (2 months, Year 2012)

Siemens Enterprise Communication Pvt. Ltd., Delhi

* Vocational training (15 Days, Year 2009)

Bharat Heavy Electricals Ltd.(B.H.E.L.), Bhopal, M.P.

**COMPUTER SKILLS**

* MS – Office 2007
* Windows 8/7/XP/2003/2000
* Internet Knowledge

**ACHIEVEMENTS**

* Paper presented on “FDI In Cold Chain Development In India” at Seminar on FDI in Multi-brand Retailing In India, held at AUMP (1st March 2012).
* Paper presented on “Reconciling The Conflict and Trade Union Views” at seminar on Human Resource Management and Industrial Relations, held at AUMP ( 2nd nov. 2012)

**PERSONAL DETAILS**

* **Address:** A-4 Govindpuri, University Road, Gwalior (M.P)
* **Date of Birth**: 13 July 1987
* **Languages known** : English, Hindi.
* **Hobbies**: Cooking, net surfing, passionate about driving.