

Associate Director e-books

Rakesh Kumar Singh

Mobile: 09945009182 ~ E-Mail: rakesh_apj@yahoo.com

Seasoned Manager with over five years of Management Experience in field of Business Development & Key Client Management, seeking Management position which will allow me to utilize my Experiences to Achieve Highest Level of Customer Satisfaction and Organisational Goals.

Professional Achievements

- Given Robust growth of more than 300% increase in Total Revenue within 8 months of Taking Charge of Bangalore-KCD, Indiamart Intermesh Ltd.
- Given 100% Growth In Revenues during FY 2012-2013 compared to 2011-2012.
- Develop Gujarat market for SME Ratings For SMERA (SME Rating Agency Of India Ltd).
- Got “Best Marketing person” award from Vice President, Hindustan Times Media Ltd, 2007.

Professional Qualification

- ❑ MBA (Marketing & IT)From Apeejay Institute of Technology, Greater Noida
- ❑ B_level (MCA) from DOEACC (Dept. of Electronics, Govt. of India).
- ❑ PGDCA from UPTEC Computer Consultancy

Core Competencies

Team Management

- ❑ Recruiting, mentoring, training and development of the field functionaries to ensure the Pre Sales & after sales process and getting their personal as well as business targets achieved.
- ❑ Maximise employee retention along with productivity.
- ❑ Creating and sustaining a dynamic environment that fosters development opportunities and motivates high performance amongst team members.
- ❑ Devising new initiatives to improve the moral of Team to achieve best performance.

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Client Management

- ❑ Proficient in handling Key Clients.
- ❑ Proficient in maintaining Client Relationship Management and ensure Client Retention.
- ❑ Proficient in understanding key client requirements of their Online Branding and Positioning.
- ❑ Proficient in handling grievances if any and sort out at the earliest with minimum escalation.

Career Contour

Presently working with **INDIAMART INTERMESH LTD**, Bangalore as **Manager - Key Client Division (KCD)**.

Responsibilities Held:

- Working as a Profit Centre Head for Key Client Division- Bangalore Location.
- Recruiting, mentoring, training and development of the field functionaries.
- Handling overall On-Field as well as Off-Field functionalities like Sales Team, Production Team, Promotion Team etc, Related to Bangalore KCD Group.
- Responsible for Over All Account Management of KCD- Bangalore which includes Client relationship Management, Client Retention, Renewals, Upsales, Positioning & Branding.
- Responsible for maintaining proper Co-Ordination with Production & Promotion team to get best for our Clients.
- Responsible for optimising Per Client Revenue and growth.

Worked with **SME RATING AGENCY OF INDIA LTD** as **CLUSTER DEVELOPMENT MANAGER, Gujarat** From August 2009 to June 2011

Responsibilities Held:

- Proficiency in devising & executing marketing strategies for accelerating revenue base. Attained proficiency in **Business Development & Marketing** activities:
 - Conduct meeting with bankers to promote concept of Credit Rating and SMERA.
 - Arranging various promotional events on Credit Rating & its offerings with different banks and their corporate clients.
 - Giving presentations and Training Classes for Bankers in Staff Training Colleges regarding Credit Rating.
 - Customer Relationship Management for a high satisfaction index.

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- Meeting the Directors/promoters of various MSME's and educates them about the Credit Ratings and its requirements.
- Help MSME to analyse strength and weakness analysis.
- Proficient in organising promotional campaigns, building relationship with clients & achieving desired goals.
- Handling Meetings with Various Trade Organizations like FICCI, CII, GDMA, Vatva Industrial Associations etc.
- Skilled in managing team to work in sync with the corporate set parameters & motivating them for achieving business and individual goals.

Worked with **INDIAMART INTERMESH LIMITED** as **ASSISTANT MANAGER, REVENUE**
From May 2007 to July 2009, Ahmedabad

Responsibilities Held:

- Handling Key Accounts all across Ahmedabad Region.
- Handling Accounts of SME's (Small & Medium Size Enterprises) for their Online as well as Offline Promotions (About 120 SME's).
- Handling Promotion of the Clients and sort out problems if faced Regarding Promotion.
- Updating and Upgrading their Presence.
- Cross selling different products of the company.
- Upgrading the Services of the Client.
- Projecting New Business and Revenue Business Monthly.

Worked with **HINDUSTAN TIMES**, as Business Development Officer From June 2006 to February 2007, New Delhi.

Responsibilities Held:

- Involved in **Marketing & Brand Promotion** of new product **MINT and HT NEXT**.
- **MINT**, a Business newspaper from **HT media limited** in collaboration with **WALLSTREET JOURNAL, USA**.
- Institutional promotion of **HT NEXT**, a newspaper mends for youth.
- Building long-term relationship with the institutions.
- Aligning the institutions with the **PACE** program of **HT**.
- Promoting programs of institutions and giving coverage in **HT NEXT**.

Academic Qualification

- **B.Sc** from St. Columba College, Vinoba Bhave University with **Physics (Hons.)**

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- **X+2** from CBSE Board with **First Division**
- **Xth** from CBSE Board with **First Division**

IT Skill Set

Operating Systems : Windows XP, Windows 2000
Other Applications : MS-Office, Internet basics,

Leadership Assignments

Placement Co-ordinator of the our Batch during MBA. Handling the placement related programmes & assignments, **presentation to corporate etc.**

Personal Details

Father's Name : Mr. Awadesh Singh
Gender : Male
Marital status : Married
Languages known : English, Hindi
Nationality : Indian
Permanent Address : North Shivpuri, Hazaribag(Jharkhand)