

CURRICULAM-VITAE

Vikas Kumar Singh

COMMUNICATION ADDRESS;

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Summary:

Sr. manager with 10+ years of experience in Business development along with Hands-on experience of Microsoft Dynamics 365 F&O ERP, Advance Warehouse.

- * **Extensive Experience Serving Both Domestic and International Clients**
- * **End-to-End Management of Sales Operations.**
- * **Experience in selling SAP, Microsoft and Oracle product.**
- * **Possessing hands-on expertise in utilizing Microsoft Dynamics 365 Finance & Operations, as well as Supply Chain functionalities.**

CERTIFICATION:

- * **AWS Cloud Business professional.**
- * **SAP Cloud Analytics-Sales.**
- * **Supply Chain Management: A Learning Perspective by Google**
- * **Successful Negotiation: Essential Strategies and Skills**
- * **Project management from Google**
- * **Product management (Pursuing).**

WORK EXPERIENCE:

- **Worked with Godrej Infotech Ltd as Sr. Manager (Dec 2021-May 2023)**

Job Profile:-

- **Product Marketing:** Identify market opportunity for MS Dynamics 365, Making GTM strategy.
- **Sales:** Acquiring new logo through hunting. End to end sales operation.
- **Account management:** Managed existing customers for off-shore business.

Product: Microsoft Dynamics 365 F&O, Supply chain, MS BC, Azure.

- **Worked with V3iT Consulting, Inc. as Business Development Manager (Nov 2019-Apr 2021)**

Job Profile:-

- Presales, Strategic Sales & Business Planning for SAP S/4 HANA and Services.
- GTM strategy for SAP product.
- Existing Client management for SAP resource.
- Generate lead from different channel of marketing and personalized calling.
- Provide regular updates to prospect regarding SAP S/ HANA and other product.
- End to End Sales management.
- Pipeline Management.
- Presentations & Proposals making.
- Market and lead research.
- Team mentoring and support.

➤ **Worked with Sequent, Inc. as Business IT Manager
(Nov 2017-Oct 2019)**

D365 Implementation:

Configure and manage products and inventory, sales, and customers, procurement and vendors, Warehouse, Master planning and Transport management and HR management in Dynamics 365

Functional work: I was helping hand for Functional team for Providing support of functional task such as Configure and manage products and inventory, sales, and customers, procurement and vendors, Warehouse, Master planning and Transport management and HR management in Dynamics 365

Defining product, intermediate product, and final product. Raw material management. Configuring and making setting for employee, vendor, product etc.

Worked on HR Module on production environment, resolved ticket for update and addition.

Document preparation: Prepared document for user training, Microsoft product process, workflow, product comparison.

Product: Microsoft Dynamics 365 F&O.

➤ **Worked with Kabeer Consulting Inc. as Business Development Manager.
(May 2016-Oct 2017) (For Kenya, Nigeria and USA Client)**

Job Profile:-

- Analyze the potential market for identification of target market.
- Make a company database for targeted market for all country.
- Analyze and understand competition's company and product.
- Pull the information about CXO of the companies.
- Make content of email marketing.
- Conduct email marketing and personalized calling over database.
- Make a funnel of interested lead and nurture them.
- Plan and conduct webinar.
- Follow up on leads and pitch solution
- Prepare and present company presentation.
- Coordinate with technical department for product demonstration.
- Prepare proposal for client.
- Develop a content for social media marketing.
- Coordination with regional manager for further sales process.
- Scheduling meeting with client and CEO.

Product: SAP Business One

Worked with Adroitec Engineering Solutions Pvt Ltd. as Sales Engineer.(July 2012 to May 2016) (India)

Job Profile-

- End to end Sales for Domestic market.
- Won RFP from government client.
- Analyze the potential market for identification of target market.
- Prepare document for RFP response.
- Make a company database for targeted market.
- Analyze and understand competition's company and product.
- Pull the information about CXO of the companies.
- Make content of email marketing.
- Developing and executing a marketing plan that support goals of the company
- Conduct email marketing and personalized cold calling over database.
- Make a funnel of interested lead and nurture them.
- Plan and conduct webinar.
- Follow up on leads and pitch solution
- Prepare and present company presentation.
- Coordinate with technical department for product demonstration.
- Negotiation with client. Offer them best solution with competitive price.
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Product- Oracle Primavera-Project Management Software, Risk Management, Primavera Training.

ACADEMIC EDUCATION

- * B.E (ECE) from C.T.A.E Udaipur (Raj) 2011(Govt College)
- * 12th passed from C.B.S.E 2005
- * 10th passed from C.B.S.E 2003

COMPUTER SKILLS:

- * Familiar with MS office, Salesforce CRM, MS Dynamics CRM, Dynamic 365 F&O
- * Language: C, C++, Matlab, R Programming.

STRENGTH:

- * Adaptability to new environment, Friendly Nature, Honesty, Hardworking, Perseverant, Learn from Mistake. Identify my weakness.

HOBBIES:

- * Learning new skills related to my job. Understanding new IT technology.
- * Reading Books, listening song, Listening sales podcast.

PERSONAL DETAILS:

Father's Name:	Mr. Raj Kumar Singh
Mother's Name:	Smt Sudha Devi
Date of Birth:	26 August 1988
Marital Status:	Married

DECLARATION:

I hereby declare that all the above statement are true, complete and correct to the best of my Knowledge.

Date:**Place:****(VIKAS KUMAR SINGH)**