**SAURABH SINGH**

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## BRIEF PROFILE

Marketing professional with more than 3 years experience in marketing, sales, leasing of space, branding and promotion of different services at IGI Airport, Terminal-3 and Ceasefire Industries Limited. Good presentation skills, result oriented, self motivated.

Experience of market survey for Total oil India Pvt Ltd.

## Delhi Airport Parking Services Private Limited (3 Years Approx)

Organisation : Delhi Airport Parking Services Pvt. Ltd.

Vertical : Business Development

Designation : Executive-Business Development

Duration : 3rd Oct 2013 – Till Date

Job Profile : Revenue generation through new business initiatives

Sustainability of existing business by servicing existing

Business analysis & compilation of various MIS reports

Promotional and Awareness Initiatives for different services offered by DAPS

Payment collection

CTC : 4.20 lac p.a.

## Ceasefire Industries Limited (8 Months)

Organisation : Ceasefire Industries Limited

Vertical : Marketing (Sales)

Designation : Manager-Business Development

Duration : 14th Jan 2013 – 25th Sep 2013

Job Profile : Direct Selling of fire safety products in assigned area

Fire Training to the clients

Servicing the existing clients

Achievement : Employee of the Month in the first month of job with highest sale in branch.

CTC : 2.64 lac p.a.

## ACADEMIC BACKGROUND

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Class/Course** | **Year** | **Institute/School** | **Board/ University** | **Percentage** |
| PGDM  (Marketing) | 2013 | IILM-AHL, LUCKNOW | AICTE APPROVED | 73.0% |
| GRADUATION | 2011 | GOVT. SCIENCE COLLEGE | A.P.S.U. REWA | 74.0% |
| XII | 2008 | J.N.V. REWA (M.P.) | C.B.S.E. | 69.0% |
| X | 2006 | J.N.V. REWA (M.P.) | C.B.S.E. | 78.8% |

## LIVE PROJECT

Organisation : Total Oil India Pvt Ltd

Vertical : Marketing (Sales)

Designation : Management Trainee

Duration : 2 Months

Job Profile : Market Mapping of Lucknow and Other Marketing Tasks.

Achievement : Appreciated by Company Guide.

## SUMMER INTERNSHIP

Organisation : Delhi Airport Parking Services Pvt Ltd

Vertical : Business Development

Designation : Management Trainee

Duration : 2 Months (14th May 2012 – 13th July 2012).

Achievement : Received special stipend from CEO on performance basis.

Project Title : Role of Advertising & other Media in Creating Awareness About

Delhi Airport Parking Services Pvt Ltd.

## ACADEMIC ACHIEVEMENTS.

* Awarded with **100% academic scholarship** forPGDM in IILM-AHL Lucknow.
* Commended for effective participation in “SMS PRASTUTI-2012”.
* Stood 2nd in the Cluster level Table-Tennis in 2007.
* President of NSS Club of JNV during 2007-08.

## PERSONAL DETAILS

Father’s Name : Shri Shankar Singh

Date Of Birth : 27th March 1991

Marital Status : Unmarried

Permanent Address : Gram+Post – Lalgaon, Tehsil- Sirmour, Distt.- Rewa (M.P.) Pin- 486117

**DATE : (SAURABH SINGH)**