

Ankit Kumar Singh

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About Me

Professional with a demonstrated history of working in the Ready-mix concrete (RMC) industry. Skilled in Concrete, Technical Presentations, B2B and B2C Marketing. I have pursued diploma in civil engineering.



Work Experience

April 2022 – Current
Sr. Executive – Sales
ACC Limited.
RMX Division
Greater Noida

Key Responsibility's-

Achieve sales targets in the designated territory while meeting all companies' requirements. Generating new business through, face to face meetings, cold calling and networking. Expanding & retention of the customers by providing the best possible services and being the dedicated point of contact. Understanding the customer needs and providing right value proposition.

Managed the overall sales of ACC Ready – Mix Concrete segment in assigned territory, and focused on systematic market development.

Dealing with customers and negotiating with them. Preparing quotations, designs, proposals and submittals depending on the type of project/client. Writing up sales reports, activity reports, sales/revenue forecasts and action plans to meet business objective. Analyzing competition business strategies and effectively protecting the market share.

October 2020 – January 2022

UltraTech cement ltd.
(RMC Division)

*Third party payroll

Lucknow, Uttar Pradesh

I was working in UTCL RMC division as a LASF (Long Arm Sales Force) in Central office Lucknow Area. I was looking after whole Lucknow retail and IHB segment.

Key Responsibilities-

- To visit all the sites including competitors' sites to maximizing brand conversion & improving the Ultratech RMC sale.
- Converting IHB and Retail customers from Site-mix concrete to ready mix concrete.
- Handling the queries of customers, customer relationship management



Education

Diploma in Civil Engineering
Shivaji Institute of Technology.
AICTE & BTEUP
Prayagraj

Passed, (2017-2019)
Marks 69%
Division First.

Bachelor of Arts

R B S Mahavidyalaya.
Prof. Rajendra Singh University, Prayagraj (Formerly
Allahabad State University, Allahabad)
Prayagraj

Passed (2019 – 2022)
Marks- TBA
Division- TBA

10+2 (PCM)

Madhav Gyan Kendra.
UP Board
Prayagraj

Passed, July 2015
Marks 83%
Division **First Hons.**

High School

Madhav Gyan Kendra.
UP Board
Prayagraj

Passed, July 2013
Marks 75%
Division First.



Professional Qualifications and Affiliations

- AutoCAD Primer from CAD Center.
- CCC from NEILIT Grade "C"
- Summer Training from UPPWD Prayagraj.
- Open-Access Strategy Consulting Virtual Experience Program from **Boston Consulting Group.**

- **Fundamentals of Digital Marketing from Google.**

Computer Proficiency

- MS Office
- AutoCAD

Languages

- Hindi
- English

Personal Details

Father's Name:	Mr. Ajeet Kumar Singh	Marital Status:	Single
Birthday:	August 10, 1999	Nationality:	Indian
Gender:	Male		

Current CTC – 4.32 Lacs

Expected CTC – Negotiable

Declaration

I believe and have confident that I exhibit maturity, and stability, and I am eager to make a positive contribution for the parallel growth of your organization and my own career graph.

I, Ankit Kumar Singh, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

Ankit Kumar Singh

July 2022