

NITESH KUMAR SINGH

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EDUCATION

IILM College of Management Studies, Greater Noida

- Pursuing PGDM course with 7.2 SGPA till 4th term

2019-2021

MAGADH University, Bihar

- **ARCADE BUSINESS COLLEGE** –Secured 65.50% (Bachelor Of Computer Application
2014-2017

SCHOOL

- **Class XII – Ganga Singh College, Chapra** – Secured 51.20% (BSEB)
- **Class X – M.R.S.D High School, Saran** – Secured 56.40% (BSEB)

2012-2014

2011-2012

INTERNSHIP/LIVE PROJECT

TEEVRA EDUTECH PVT. LTD. (SPEEDLABS)

6th may2020-6th July2020

- Successfully completed sales and marketing role as a business development executive.
- I was responsible for promoting brand value among the potential customer.
- I have generated leads and converted into close sales.
- Generate demo class for fresh leads and Converted them into close sales.

MAKE MY INDIA ONLINE (MMIO)

- Interned as a Business Development Executive.
- I have done cold calling.
- I have also studied market, competitions and created strategies to develop the brand name.
- Converted leads into close sales.

ACADEMIC PROJECTS

GAS AGENCY MANAGEMENT SYSTEM

- According to the needs of the customer and Agency made its tools.
- I could be able to develop this project by taking **VISUAL BASIC 6.0** as front end and **ORACLE10 g**, as back end to develop my project.

FIELD STUDY ON CADBURY DAIRY MILK

- Detailed analysis of consumer behavior & consumer acceptance.
- Conducted survey and personal interviews of people among different age group regarding their preference.
- I have study about their different products.

MACROECONOMICS COUNTRY REPORTS ON JAPAN

- BASED ON SOCIAL, ECONOMIC, DEMOGRAPHICAL AND BUSINESS INDICATOR.

COURSES AND SPECIALISATION(COURSERA)

- An Introduction to consumer Neuroscience & Neuromarketing.
- Sales Training: Building Your Sales career.

LEADERSHIP EXPERIENCE

Organized and coordinated 7th PRME International Conference on ‘Innovations for Sustainable Business’

- Volunteering on stage and performed roles and responsibilities.

Arcade Business College

- Organized blood donation camp in Arcade Business College and initiated social awareness for blood donation.

EXTRACURRICULAR ACTIVITIES

- **Secure 1st Position in Ecomania Quiz Competition held on 26th November, 2019**
- **Participated in HR event ‘Think Corp’ held on 28th August, 2019**

SKILLS AND INTEREST

- Computer Skills : Ms Word, MS Excel, MS PowerPoint, Adobe Photoshop, Video Editing
- Good Listener & Keep to learn new things.
- Leadership Skills
- Collaborative Adaptability
- Smart Working Ability
- Negotiation Skills
- Team Management
- Interest in Reading News paper

ENDORSEMENT

I hereby declare that the information furnished above is complete and true to the best of my knowledge.

Date:

Place:

Nitesh Kumar Singh