

# NITESH KUMAR SINGH

Asst. State Head

## Contact

### Address

Bhubaneswar, OR, 752115

### Phone

9628373787

### E-mail

nitesh07july@gmail.com

### Date of Birth

12 July 1993

### Marital Status

Married

## Skills

Working headset

Business planning

Business Development

Sales and marketing

Sales expertise

Recruitment

## Languages

Hindi, English

Hardworking and driven sales management professional equipped to revitalize sales operations and align procedures to maximize profits and client acquisition. Successful at improving sales procedures to streamline and strengthen processes. Multifaceted leader with analytical and diligent approach to building and leading strong teams.

## Work History

2019-10 -  
Current

### Assistant State Head Odisha

*Patanjali Aastha, BHUBANESHWAR, ODISHA*

- Completed paperwork, recognizing discrepancies and promptly addressing for resolution.
- Used Microsoft Word and other software tools to create documents and other communications.
- Created spreadsheets using Microsoft Excel for daily, weekly and monthly reporting.
- Proved successful working within tight deadlines and fast-paced atmosphere.
- Created plans and communicated deadlines to ensure projects were completed on time.
- Improved operations through consistent hard work and dedication.
- Actively listened to customers, handled concerns quickly and escalated major issues to supervisor.

2019-06 -  
2019-09

### Senior Sales Officer

*Patanjali Aastha Odisha*

- Analyzed past sales data and team performance to develop realistic sales goals.
- Increased revenue by implementing effective sales strategies in sales cycle process from prospecting leads through close.
- Enhanced success of advertising strategies by boosting engagement through social media and other digital marketing approaches.
- Managed entire sales cycle across customer accounts, proposing and closing sales to achieve total revenue growth, profit and customer satisfaction plans.

2017-06 -  
2019-05

### Sales Officer

*Radha Govinda Fragrance Bhubaneswar*

- Forecasted sales of and set successful policies to achieve sales objectives and related metrics.
- Enhanced sales operations through development of new sales strategies, cold calling techniques and customer follow-up
- Updated and maintained websites to drive conversion rates as well as business and consumer sales.
- Connected with prospects through trade shows, cold calling and local-area networking.

2015-08 -  
2017-05

### **Sales Officer**

*Aashvi Treaders Bhubaneswar*

2014-09 -  
2015-07

### **Sales Officer**

*Ved International, Bhubaneswar, ODISHA*

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## **Education**

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2007-01

### **High School Diploma**

*Bisen Inter Collage - U.P Board*

2009-01

### **Intermediate**

*Bisen Enter Collage - U.P - Board*

2014-01

### **Bachelor of Arts**

*C.M.P. Degree Collage - Allahabad University*

2014-01

### **CCC Diploma**

*N.I.T Ballia - NIELIT*