

## **DHARMENDRA KUMAR SINGH**

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Gender : Male  
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Permanent Address : Vill - Gosaidih, Post - Chakai, P.S – Chakai,  
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Present Address : HN.31, Road No.13, Ashok Nagar, Kankarbagh  
Patna, Bihar PIN: 800020

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### **CAREER OBJECTIVE: -**

Highly motivated individual with a degree in Business Administration from Marwadi Education Foundation's Group of Institutions (GTU) and I am looking for a job change in the Sales and Marketing area where I can use my experience and skills to achieve organizational and individual Goals.

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### **WORK EXPERIENCE: -**

#### **Unit Manager – Sales**

#### **NJ India Invest Pvt. Ltd. Patna, Bihar**

4<sup>th</sup> August 2021 – Present

- Recruitment of Financial Products Distributors. Explaining MF Business opportunities and earnings to interested leads. Coordinating and assisting enrolled candidates for NISM - Series V-A (AMFI).
- Providing training to IFAs for Business Development. Preparing business plans and strategies to develop business of IFA. Planning different activities to explore better business opportunities and new developments. Joint Call - accompanying IFA on client meeting. Addressing and spreading awareness regarding investments in group client meets. Solving distributor's queries. Establishing strong relationship and communication with distributors.

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### **CERTIFICATION: -**

**Exam: -** NISM Series V-A (AMFI)

**Exam: -** Basic Training Certification organized by NJ Wealth

#### ACADEMIC QUALIFICATION: -

➤ **POST GRADUATE - MBA (Marketing)**

Marwadi Education Foundation's Group of Institutions (GTU), Rajkot, Gujarat

Year of Completion: 2019-2021

CPI: 7.63

➤ **GRADUATE - BACHELOR OF ARTS (B.A)**

Tilka Manjhi Bhagalpur University, Bhagalpur, Bihar

Year of Completion: 2012-2017

Percentage: 56.50%

➤ **HIGHER SECONDARY (I. COM)**

Phalguni Prasad Yadav Collage, Chakai, Jamui Bihar

Year of Completion: 2012

Percentage: 58.4%

➤ **SECONDARY (10<sup>th</sup>)**

S K High School Chakai, Jamui, Bihar

Year of Completion: 2010

Percentage: 65.8%

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#### PROJECTS: -

➤ **Internship (2 Months)**

Nestle India Limited (Generated lead & Acquired prospective distributor)

➤ **Summer Internship Project (45 Days)**

Gopal Snacks Pvt. Ltd.

**Project Title:** "A Study on Merchant Exporters on Preferred brand of Potato Chips".

➤ **Multidisciplinary Action Project Report (81 Days)**

Mahindra First Choice Wheels Ltd.

**Project Title:** "A Detail Study Report of Organised Multi-Brand Used Car Company Mahindra First Choice Wheels". Exporting".

➤ **Comprehensive Project Report** (3 Months)

**Project Title:** “A Study on Consumer Awareness of Solar Energy Product with Special Reference to Patna District”.

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**KEY SKILLS: -**

Analytical Skills

Interpersonal Skill

Negotiation Skill

Target Oriented Skill

Leadership Skill

Ability to meet on deadlines

Lead Generation and convince people on call

Microsoft Excel, Word, and PowerPoint Skills

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**INTERESTS: -**

Interacting with Different People

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**HOBBIES: -**

Listening to Motivational Speech

Listening to Music

Travelling

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**LANGUAGES: -**

English

Hindi

**Declaration: -** I hereby solemnly declare that all the information given above is true and correct to the best of my knowledge and belief.