

SAMEER KR. SINGH

Ara, Bihar

9315443967

Kaakansameer@gmail.com

DOB- 20 Jan 1999



Education Qualification

S. No	Course	Board/ University	Year of Passing
1	MBA	GLA University	2023
2	BSC	Veer Kunwar Singh University	2019
3	INTERMEDIATE	BSEB	2015
4	HIGH SCHOOL	ICSE	2013

SPECIALIZATION IN MBA

1. Marketing Management

2. Human Resources

EXPERIENCE

Housing.com (Campus Placed)

Jan 2023 to Present

Account Manager - New Delhi

- Responsible for the entire process of lead management, sales, and business development for the region.
- Data management to ensure 100% coverage in assigned territory and tracking other key parameters.
- Client acquisition campaigns and lead generation to build a flagship brand for property services in the respective region.
- Responsible for service delivery and ensuring client retention.
- Providing market intelligence, data analytics and insights to Marketing team to launch the right promotional and customer communication initiatives.
- Responsible for achieving targets in the designated areas.
- Mapping new projects & new builders in designated territories and acquisition of new projects and new builders to ensure coverage across designated territory.
- Relationship Management with existing clients to ensure 100% coverage of new projects launched by them.

Aristo Pharmaceutical Pvt. Ltd.

July 2020 to Sept 2021

Medical Representative – Agra

- Making appointments to see existing Doctors and potential new customers
- Presenting products to doctors & marketing.
- Persuading doctors to prescribe company's products.
- Providing an after-sales service if required
- Meeting sales targets.
- Organizing or attending medical conferences/ CME's.
- Keeping records of sales and customers.
- Reporting information back to head office about customer needs.
- Keeping up to date with the latest clinical data and research, so as to discuss medical matters with health professionals in a knowledgeable way.

Internship

Internship in Marketing from Good Space

12/2021 to 02/2022

- Worked closely with management to prioritize business and information needs.
- Promoted company projects and campaigns to potential clients.

Intern in Sales & Marketing from Voyager Consulting Pvt. Ltd.

06/2022 to 08/2022

- Generate leads & developed ideas to maximize clients
- Prepare individual proposal & marketing plan.

Skills

- Microsoft Tool (Excel, Power Point, Word)
- Ability to do work under any Circumstance.
- Leadership qualities
- Time Management
- Ability to identify and solve problems

CERTIFICATE COURSES

- Diploma in Computer Application
- Elite Certificate by NPTEL "Business Law for Managers"
- Digital Marketing Master Class (Udemy)

MEMBERSHIP

- Member of NHRDN Mathura Chapter

Extra/ Co-Curricular Activities

- Attended workshop on Handling the competition in the Start-up
- Attended Workshop on Fundamental of MS Excel
- Participated in Crypto Awareness organized by Finance(MBA)
- Coordinator in HR Conclave 2021
- Participated in NHRD HR Conclave 2022

Declaration

I hereby declare that all the above mentioned information's are true and correct to the best of my knowledge.