

Curriculum-Vitae

Name: SHAILENDRA PRATAP SINGH
Mobile No.: +919650300303, +919456058003

E-Mail: pratapji077@gmail.com

Career Objective

Seeking a challenging position in Sales & Marketing where I can utilize skills & capabilities while Contributing towards the growth of the organization and prove to be an asset for the organization.

CAREER SKETCH: - (Total experience - 6.yrs)

Core Competencies

Sales and Marketing:

- Running sales & marketing operations, increasing a growth and driving initiatives in order to achieve business goals.
- Conducting competitor's analysis & competency mapping for keeping abreast of market trends to achieve the market share.

Business Development:

- Formulating short term strategic plans to enhance operations, profitability & revenue targets.
- Conducting meeting for setting up the sales objectives and streamlining process to ensure smooth functioning of sales operations.

Client Relationship Management:

- Focusing on customer needs and ensuring customer satisfaction by implementing appropriate solutions within the policy.
- Motivating team to deliver highest service standards while attending to client's needs.

Organizational Experience

April'22 to Present: Assistant Manager - Magicbricks.com (Times of India Group)

Key Responsibility:

- Needs and also to tap new clients from Real Estate Industry like Builders, Real Estate Agents, and Property Consultants.
- Meeting with clients, giving them various proposals, briefing them about the product.
- Attending client's complaints, undertaking steps for effectively resolving them.
- Making client understand the importance of advertisement of their projects through internet and thereby promoting brand Magicbricks.com.
- Information & personal network to develop marketing intelligence for generating leads.
- Analyze competition data, updating of market tracker for the territory.
- To review regularly and monitor daily, weekly and monthly activity reports and suggest appropriate improvements.
- Handling existing and potential clients.

Nov.'21 to Mar.'22: Locon Solutions Pvt. Ltd. (Housing.com) as Account Manager

Key Responsibility:

- Effectively assessing the client's needs and proposing customized advertisement solutions that best address those needs.
- Managing the entire campaign of the clients to ensure delivery of the commitment made to the client.
- Closely monitoring the delivery and analyzing the campaign performance.
- Manage relationships with clients and be the first port for resolving escalations.
- Prepares annual, quarterly and monthly update accounts on current opponents or business possibilities.
- Manage new leads in the area in conjunction.
- Give prompt reports on crucial issues to direct senior officers to suggest available answers.
- Make propositions, give suggestions and designate sales targets and job obligations.

August'18 to October'21: Quikr India Pvt. Ltd. as Sales Manager

Key Responsibility:

- Marketing the services of the organization in various market segments like Corporate, Individuals and Retail.
- Identifying and exploring new markets of B2B & B2C Clients.
- Develop partnerships with Clients/ Agencies to ensure adequate and correct exposure for the client's brands
- Monitor & perform in terms of retention and new acquisition business of the region & increase marketing spends on quikrjobs.com
- Generating Revenue by selling different kind of Sales & Branding solution options to Businessman's and Corporates.
- Meeting H.R Heads/ Directors to understand their Marketing need for ongoing and upcoming projects.
- Get insight on competition strategy & numbers & .recommend the management on counter strategy.
- Collaborate with other functional heads and senior management as required to improve the sales process, results & trainings.

July'16 to July'18: Indiamart Intermesh Limited as Assistant Manager

Key Responsibility:

- Analyses customer profile and fixed a meeting.
- To manage time and work flow and create effective client meeting plans.
- To Ensure High Class Service delivery to identified key clients.
- Achievement of monthly, quarterly & yearly business plan.
- Always Focusing on Sales Quality & Service Quality.
- Handle customer queries.

Qualification: -

Academic

- 10th Passed from U.P. Board.
- 12th Passed from U.P. Board.
- Completed BCA with 75 % marks from IIMT, Aligarh.
- Completed MBA with 72 % marks from IIMT, Aligarh.

Computer Skills

- Familiar Operating Systems: Windows XP, Windows Vista.
- C, C++, html, Data structure.
- Application Software: MS-Office.
- Good Knowledge of Internet
- Sap-SD.

Extra Co-curricular Activity

- Member of Planning Forum at College Level.
- Captain of College Volley Ball team.
- Organize college fest as a president

Hobbies

- Listening music & watching movies.
- Interacting with new people
- Organizing Events.

Personal Profile

- Father's Name: Mr. Bhoomipal Singh
- Gender: Male
- Nationality: Indian
- Date of Birth: 15 Mar-1991
- Marital Status: Married
- Residential Address: Vill-Bhitari, Po-Dorsa, Dis- Firozabad (283203).
- Languages Known: English, Hindi.

I hereby, declare that above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Date:

Place:

SHAIENDRA PRATAP SINGH

