

SHIVAM SINHA

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Job Objective:

Seeking a position in corporate where my skills can be utilized for business growth, expansion, marketing, sales and negotiation, also where I can explore more into the depths of technologies, Handling clients and other soft skills.

Experiences:

- Zachariae Group.

Wynk Interior (August 2019- Current)

Wynk Interior is a start-up platform into Interiors having offices in Noida and Gurgaon.

Designation- Business development manager.

Roles and Responsibilities.

1. Supervising the team of 5 members, which include 2 Civil engineer, 2 Customer executive and 1 tele-caller to perform all the sales and marketing activities like direct sales, Reference and Inside sales through call by tele-caller.
2. To visit leads (Sites) for purpose of work acquisition.
3. To visit our dealer on weekly basis.
4. To collect data and other information from our business partner.
5. To manage Customer requirements, on going customers and acquiring new customer.
6. Responsible for Visiting, briefing and hence negotiate with clients to gain positive outcome from the same.
7. Responsible for completion of project.
8. Regularly mapping of new areas for new projects.
9. Engagement with channel partners.
10. Educating our channel partners regarding our services, schemes, etc.
11. Conduct Meeting at our local dealers for better interaction and Work model.

- Berger Paints India Limited. (May 2017-Jan 2019)

Berger Paints is a paint company based in India. The company is headquartered at Kolkata and has 14 manufacturing units. They have Employee strength of 3000+. Country wide distribution network of 25,000+ Dealers and holds second position in terms of market share.

Designation: Business Development Officer (SOT).

Project- MASTER PAINTER 2017-18

- **Employment type** – Full time
- **Role** – Business development officer.
- **Designation**- Sales officer on probation.
- **Location** – Haldwani, Uttarakhand
- **Skills used** –Sales, Leadership, Mapping and follow-ups, MS EXCEL, Managing the data of Applicators (Painters) and Non applicators, Event Organising, Soft skills, etc.

Project- MASTER PAINTER 2018-19

- Employment type** – Full time
- **Role** – Business development officer.
- **Designation**- Senior Sales officer.
- **Location** – Haldwani, Uttarakhand
- **Skills used** –Sales, Generating leads and follow ups, Meeting with Builders, Interior designer, Leadership, Managing the data of Applicators (Painters) and Non applicators, Event Organizing, Soft skills, etc.

Detailed job role:

- Supervising the team of 4 members for business growth.
- Meeting clients for end to end sales.
- Mapping of cities to execute entire sales operations.
- Handling quality issues from architectures, applicators (painters), including end consumers.
- Entirely controlling the network of regional applicators and managing the data in order to improves overall sales growth.

Achievements:

- Included **250+** non-applicators to Berger Paints network.
- **30%** increase in rate of conversion of business sites.
- Interpersonal skill growth of team members.
- Stood first in Region, In many schemes such as Anti dust season, Interior Emulsion scheme.

Internships:

1. Hitachi (May 2016 – June 2016)

Designation - Product Consultant

- Sales of Hitachi electronic products in regional store.

2. OYO Rooms (Feb 2016)

1-week Live Project

- Mapping of Bungalows & Villas for OYO rooms.

3. TVS Sundaram Fasteners (June 2013 – July 2013)

College Internship

- As an intern, my job was to check and analyze automobile parts.

Education:

- **PGDM – Marketing and International Business.**
Jagan Institute of Management Studies, Rohini Sector – 5, New Delhi.
(July 2015 – April 2017)
- **Bachelors of Technology – Mechanical Engineering.**
Surajmal College of Engineering & Management, Uttarakhand.
Uttarakhand Technical University.
(August 2010 – May 2014)
- **Class XII – C.B.S.E. Board.**
Uttarakhand in 2010
- **Class X – C.B.S.E. Board**
Uttarakhand in 2008

Interests & Achievements.

1. Sports activities.
2. Participated in college IPL bidding competition and ranked first.
3. Participated in knowledge symposium in India habitat center, Delhi. On FOREX Volatility.

Personal Profile:

Father's Name: Rakesh Sinha

Date of Birth: 17 Feb. 1993

Nationality: Indian

Marital Status: Single

Languages Known: English & Hindi.

Holding Valid Indian Passport and ready to Re-locate.

Shivam Sinha

