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DIWAKAR SINGH

Objective

To establish myself in a position where I can utilize my study and potential. I would like to work with an organization which would provide me the opportunity to grow and utilize me as an asset and enable me to contribute to the growth and development of the company.

EducationalQualification:

2021- Graduation in BBA from Allenhouse Institute of Technology Kanpur.

2018- Intermediate with UP BOARD from Paritosh Inter College.

Software skills:

- LinkedIn Lead generation
- Expert in sales navigator
- Rocket reach
- Salesforce Basic
- Hub spot
- Ms Excel
- Send In Blue- BREVO
- Email marketing Tools

Experience

Nath & Khatri Constructions Pvt Ltd 17th April 2024 – Present

Designation – Sales Manager

Key Responsibility

responsible for overseeing and managing the sales activities of a real estate team. Sales, revenue generation, and overall business growth for the company.

Develop and implement effective sales strategies and plans.

Monitor and track key performance indicators (KPIs) to measure success.

Build and maintain strong relationships with clients and potential buyers.

Provide excellent customer service and address client concerns promptly.

Negotiate deals and close sales transactions.

Oversee marketing and advertising campaigns to generate leads.

Manage the sales team's budget and expenses.

Utilize digital marketing tools to reach a wider audience.

Analyze financial reports to identify areas for improvement.

Proficiency in sales and marketing techniques

Strong negotiation and closing skills.

Legal Responsibilities :-

Ensure compliance with all relevant real estate laws and regulations.

Stay updated on industry trends and best practices.

Webmobil Inc. 11th Dec 2023 – 11th April 2024

Designation- Senior Pre-Sale Executive

Proactively identified and pursued new business opportunities.

Implemented effective lead generation strategies resulting in a robust sales pipeline.

Proficient in using CRM software and other sales-related tools.

Leveraged technology to streamline sales processes and enhance productivity.

Prioritized customer satisfaction through attentive service and post-sale support.

Acted as a trusted advisor to clients, understanding their needs and delivering tailored solutions.

Dynamic IT Sales Professional Driving Solutions and Client Success

- Lead generation
- LinkedIn sales navigator
- International B2B & B2C Sales
- Meeting Scheduling
- Sales & Marketing
- Email lead generation
- Managing meetings.

Cosette Networks pvt ltd. 28 Feb 2023 – 28 July 2023

OnBenchMark.com is an AI-enabled SaaS product based on Sharing & Gig Economy. It's a Human resource aggregator and online marketplace for Just-In-Time Hiring & flexible staffing to hire freelancers and bench/unutilized resources on a contract or part-time. Creating a network community of businesses to share resources and outsource projects and work in collaboration.

Designation – Business Executive

- Lead Generation through LinkedIn Sales navigator.
- Product presentation to the C level of clients
- Cold calling
- Sequence Emails
- End to end closure

Adroit Synergies Private Limited. 1st Feb 2022 to 22 Feb 2023.

Client- Bharti Airtel

Developed and executed highly successful advertising strategies aligned with client objectives.

Applied data-driven insights to inform campaign decisions and optimize performance.

Managed end-to-end campaigns across various channels, including digital, print, social media, and broadcast.

Integrated cohesive messaging across multiple platforms for maximum impact.

Effectively managed advertising budgets, ensuring optimal allocation for maximum ROI.

Implemented tracking and analytics tools to measure and report campaign performance.

Utilized analytics tools to analyze campaign data and derive actionable insights.

Generated detailed reports showcasing the effectiveness of advertising efforts and recommended optimizations.

Designation: Marketing executive.

- Lead generation
- End to end closure
- E verification
- E KYC
- Developed and implemented digital marketing plans to incorporate CMO'S , social media platforms and video campaigns.
- Collaborated with team to forecast based on sales and product profitability.
- Prepared marketing forecasts on daily, weekly and quarterly basis.

Fino Expertise: Nov 2020 – May 2021

Designation – Sales Executive

My role was to manage the accounts, verify Leeds, and order end to end closure.

- Contact current and potential clients to promote product and services.
- Use cold calling and networking to promote product and services.
- Negotiate terms of sales agreements and developed contacts to successfully close sale.

Skill Set:

1. Good knowledge about Indian market and its dynamic environment, can modify myself According to it.
2. Knowledge about opportunity and threat in the market.
3. Quick learner, Pro-active, Team player, excellent management skills, Self Motivated, Good communicator, efficient.
4. Communication skill.
5. Direct Marketing campaigns.
6. Market segmentation.
7. Digital Advertising.
8. Sales promotion.
9. Pricing strategies.
10. Direct Client handling.

Language:

English, Hindi.

Hobbies:

1. Travelling
2. Pen art
3. Making drawings

Personal Profile

Name: Diwakar Singh
Father Name: Mr. Vishnu Singh
Date of Birth: 02/06/2000
Nationality: Indian
Marital status: Unmarried

Declaration

I hereby declare that the above mentioned information is correct to the best of my knowledge.