

## Rohit Singhal

- Noida, 201301
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### ▼Objective

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Currently working as Horeca Sales Executive at Bisleri International Pvt. Ltd. Looking for an opportunity to explore my learning and skills in more effective and efficient manner. My strength is to set up and develop connect with an intime work completion of distributed tasks. I analyzed myself as the one with an outgoing personality who takes the initiative to work leading to a meaningful and positive completion and solution.

### ▼Experience

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March 2024–Present

#### **Sales Executive - HORECA • Manager-7 • Bisleri International Pvt Ltd.**

- Exceeding sales targets as an individual contributor in the HORECA vertical in the Delhi region.
- Proving exceptional performance as a Sales Executive (M7) by consistently achieving and surpassing sales targets in the HORECA sector in Delhi.

October 2023–March 2024

#### **Virtual Acquisition Manager • Assistant Manager • Axis Bank Ltd.**

- Managed virtual acquisition operations for NRI clients, ensuring seamless transition and onboarding processes.
- Developed and implemented strategies to boost virtual acquisition efficiency, resulting in a 20% increase in client acquisition within 6 months.
- Set up relationships with virtual partners and vendors to expand the network.

August 2022–October 2023

#### **Relationship Manager • Assistant Manager • Bajaj Capital Ltd.**

- Advising clients on financial planning, profitmaking opportunities, and tax-saving options available
- Managing client's wealth and providing investment planning services

February 2022–August 2022

#### **Customer Relationship Officer (CRO) • Assistant Manager • Bandhan Bank Ltd.**

- Customer Relationship Officer - TELLER responsible for various operational tasks and in direct contact with the customer for problem solving and proving the connect with them. And having a great record for the same.

## ▼ Internship

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July 2021–September 2021

**Sales Executive • Intern • Khaitan India Pvt Ltd.**

Program for field sales for Delhi and Gurgaon region generating the highest Revenue in the Duration and achieving remarkable success collectively as a team and individually as well.

## ▼ Education

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**G L BAJAJ INSTITUTE OF MANAGEMENT AND RESEARCH, NOIDA, UTTAR PRADESH**

- MBA/PGDM - Marketing and Operations
- Batch 2020-2022
- Grades Obtained:8.20 CGPA

**Galgotia's University, NOIDA, UTTAR PRADESH**

- Bachelors in computer applications (BCA)
- Batch 2017-2020
- Grades Obtained:8.23 CGPA

**Renaissance School, Bulandshahr, UTTAR PRADESH**

- 11<sup>th</sup> and 12<sup>th</sup> Standard
- Commerce with Mathematics and Physical Education
- Batch 2015-2017

**Nirmala Convent School, Bulandshahr, UTTAR PRADESH**

- 10<sup>th</sup> Standard
- Batch 2013-2015

## ▼ Certifications and Courses

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- TCS ION-Young Professionals
- Smart Marketing with Price Psychology
- Fundamentals of Digital Marketing - Google
- Lean Tools of Inventory Management in Supply Chain
- Advance Excel - Microsoft
- Google Analytics for Beginners
- Workshop on Goods and Service Tax

## ▼Skills

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- Street Smart
- Interpersonal and Negotiation skills
- Analytical Overview and Strategic Thinking
- Street Smart and Collaboration
- Problem Solving and objection Handling
- Business Analysis and Project Management
- Administrative and Numerical Competency
- Team Management



## Extra Circular Activities

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- Heading the College Annual Fest
- Organizing CSR Activities
- Collective reporting to manager

## Hobbies

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- Swimming
- Playing Snooker
- Playing Badminton

## Social Links

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- LinkedIn: [Rohit Singhal](#)
- WhatsApp: 9690687922, 7017392988

## Languages

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- Hindi
- English

## References

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