

# VAIBHAV PRATAP SINGH

## SALES/MARKETING

Sector 126, Noida | vaibhavpsingh2000@gmail.com | 9984874522

### SUMMARY

Results-driven MBA graduate with 1.5 years of hands-on experience in inside sales. Proven ability to develop and execute sales strategies, drive customer engagement, and exceed sales targets. Strong analytical skills with a focus on data-driven decision-making. Adept at CRM systems, lead generation, and client relationship management. Seeking to leverage sales expertise and business acumen to contribute to a dynamic sales team and drive revenue growth.

### TECHNICAL SKILLS

Lead Generation	Customer Relationship Management	Sales Analyst
Sales Strategy Development	Sales Forecasting	CRM Software Proficiency
Negotiation & Closing	Marketing Research & Analysis	Reporting & Dashboard

### PROFESSIONAL EXPERIENCE

**Assoc Senior Executive, Naukri.com(Infoedge India Pvt LTD)** **August 2023 - Present**

- Managed CRM Operations: Effectively handled CRM systems to track client interactions, manage leads, and streamline sales processes.
- Rapid Promotion: Promoted from Executive to Associate Senior Executive within six months due to exceptional performance and leadership skills.
- Performance Reporting: Generated detailed sales reports and dashboards using Excel to provide insights and support decision-making.
- Exceeded Sales Targets: Consistently achieved 130% of monthly sales targets, contributing to significant revenue growth.

**Relationship Manager, Realty Assistant Pvt LTD** **Jan 2023 - Aug 2023**

- Client Acquisition & Retention: Successfully acquired and managed a diverse portfolio of clients.
- Market Analysis & Research: Conducted comprehensive market research to provide clients with accurate property valuations and informed investment recommendations.
- Negotiation & Deal Closure: Negotiated favorable terms for clients.
- Client Relationship Management: Built and maintained strong relationships with clients, offering personalized service that led to long-term partnerships.

### EDUCATION

**MBA, GLA University** **May 2021 - Oct 2023**

**Marketing | Analytics**

**BBA, BBD University** **June 2020 - July 2020**

### ADDITIONAL INFORMATION

- Languages: Hindi | English**