




Ramneek Singh

MBA (International Marketing)







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Hardworking and passionate job seeker with strong organizational skills eager to secure a good position. Ready to help team achieve company goals. Detail-oriented team player with strong organizational skills. Ability to handle multiple projects simultaneously with a high degree of accuracy.

Skills

MS Office	
	Upper intermediate
Interpersonal Communication	
	Upper intermediate
Dependable and Responsible	
	Upper intermediate
Analytical and Critical Thinking	
	Upper intermediate
Problem-Solving	
	Upper intermediate
Self-Motivated	
	Advanced

Education

2021-09 - 2022-09

MBA: International Marketing

Coventry University London Campus - London (UK)

- Published research paper on 'Role of Internet in Customer Decision Making Abilities'
- Completed professional development in Marketing in a Global Age
- Published Blogs on 'Organizational Culture & Leadership in a changing World'

- Completed professional development in Strategic Management and published a 'Strategic report on JetBlue'
- Professional development completed in Buyers Buying Behaviour
- Completed professional development in Retail and Service Marketing

2018-04 - 2021-03

BBA: Marketing

Amity University - Noida, India

- Secured First Division and obtained 7.71 CGPA on a 10 point scale.
- Professional development completed in Digital Marketing.
- Professional development completed in E- Commerce and E- Business Management.
- Completed professional development in Brand Management

Published Research Papers:-

- Detailed Analysis of GlaxoSmithKline Consumer Healthcare Ltd
- Talent Management in Samsung
- Competitive Analysis of 'Pure It' (Product of Hindustan Unilever Ltd)

Certificate: German Language

Amity School of Foreign Languages - Noida, Uttar Pradesh

Certificate: Business Communications

Amity Institute of English Studies & Research - Noida, Uttar Pradesh

Certificate: Behavioral Science

Amity Centre of Behavioral Science - Noida, Uttar Pradesh



Career Objective-

To work on challenging assignments for an organization by applying my conceptual and analytical skills that help in growth and achieving the goal of the organization.



Additional Information

- Analytical, results-driven recent graduate eager to utilize skills and knowledge gained through education and experience to assist organizations in developing and executing marketing strategies to drive business growth.
- Exceptional communication skills and strong ability to lead teams through demanding situations.

- Advanced technical knowledge including SEO, CRM, Google Analytics, and AdWords.
- Consistently ensures an efficient and effective flow of merchandise and delivery on all aspects of stockroom standard operating procedures.
- Dedicated to providing support to fellow employees to complete tasks according to preset schedules and processes.
- I am having Post Study Work (PSW) visa till 01-12-2024 to work in United Kingdom.
- Completed Internship programme at 'Golden Sparrow Foundation' (NGO) as a Volunteer for a period from 10th January, 2021 to 12th March, 2021.
- Attended National Cadet Corps (NCC) training camp during pursuing BBA degree.



Software

MS Word		Upper intermediate
Ms Excel		Intermediate
Power Point		Upper intermediate



Languages

English		Advanced
Hindi		Advanced
Punjabi		Intermediate
German		Beginner



Interests

- Exploring new places
- Travelling
- Listening music
- Gaming



Experience

2023-01 - 2023-03

Independent Sales Advisor

LGB Direct Limited, Watford London

- Engaged in this organization on non-exclusive basis to promote, mark, leads and facilitate sale of certain services (ISA Services) on behalf of Clients of the Company.
- Visited places of at least 60-80 clients on daily basis.

In this short span of working achieved the following:-

- Self-motivated, with strong sense of personal responsibility.
- Proven ability to learn quickly and adapt to new situations.
- Assisted with day-to-day operations, working efficiently and productively with all team members.
- Managed time efficiently in order to complete all tasks within deadlines.

2023/10- Present

Assistant Sales Manager

Brands and Branches

- Identify markets for franchises or need for additional franchises and ascertain conversion possibilities.
- Calling and emailing the prospects(regular follow-up). Stay abreast of competition, including information on market share, sales associate numbers and owner/manager details.
- Establish and maintain prospective franchise purchasers.
- Business Conference attendance. Travel for meetings.
- Negotiation on agreement with the franchise in consultation with legal department and finance department.
- Build database, Conduct sales calls regularly regarding the brand's pitching, upcoming events, training, and other assistance.
- Communicate and address the concerns of Unit Owners and associates as appropriate. Working with franchisees on the setting of sales associate targets and providing the coaching assistance for their attainment.
- Prepare regional reports-Research information, compile statistics, gather and compute various data including creation of survey form.