

Curriculum Vitae

Manish Singh

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Summary:

Highly motivated and experienced Business Development Manager with a passion for exceeding expectations. Demonstrated success in securing new partnerships, expanding existing accounts, and achieving [quantifiable results] through effective communication, strategic planning, and market research.

Work Experience:

Account Manager:

Safexpress Pvt Ltd, Gurugram

Aug - 23 to Present

- Managing customer Orient Ltd, and take care of all concern and queries, like deliveries and others.
- Managing the portfolio of existing customers with around 1 crore monthly revenue from base location.
- Taking care of customers escalation regarding the deliveries, claims and pickup related issues, coordination with the respective team and resolve the same.
- Effectively communicated to the company's value propositions to the clients and vendors.
- Deep Understanding of the logistics industry, including the regulations, trends, and key players.
- Emphasise success in retaining and growing existing accounts.
- Making the coordination with pickup vendors and ensure zero miss pickup.
- Making the coordination with operation team regarding the connection and deliveries of consignments booked as per EDD.
- SLE level analysis of the existing customers.
- Preparing the visit report of existing customers and MOM for 100% client satisfaction.

Business Development Executive:

Media Zodiac Pvt Ltd

June-23 to Aug-23

- Research the potential clients, and approach for business.
- Contact to the client for advertisement.
- Contact to the customers through various online portal.
- Approach the clients for online adds.
- Market research and development and analyse of trends of competitors.
- Help customers to increase the followers and online presence & Brand awareness.
- Working on the online advertisement landscape, current trends, and best practices.
- Helping the clients to showcase their products and growth.
- Identify and search the potential clients and showcase the products.

Certification:

- Digital Marketing from ATLAS Skill tech University (May 22).
- Business Management from Vivekanand Business School 22.
- Human Resources Management from Tareeq Global Solution Pvt Ltd (July22).
- Event Aghaz from IMS Engineering College (March 22).
- Seminar of Birla Institute of Technology In (Dec 22).
- Stock Market competition from B School Bulls (Nov 22).
- xcel Smart Excel from Sudhama Group Institute (Sep22).

Education Qualification:

- Completed MBA in Sales Marketing & Finance from IMS Engineering College Ghaziabad UP in 2023
- Completed Bachelor of Business Administration from Kulbhaskar Ashram PG College Prayagraj UP in the year 2021.
- Completed Intermediate from Lalbahadur Singh Intermediate College Pratapgarh UP in the year 2017.
- Completed High School from Atreya Academy Pratapgarh UP. In the year 2015.

Computer Skills:

- Good knowledge of Basic Computer Skill.
- MS office, Word Power Point Presentation.
- Excel
- Email Presentation.

Skills:

- I believe that i'm a good communicator.
- I have good problem-solving skills.
- I am a good Leadership skill.
- I am good Listener.
- Knowledge of Salesforce

Other Area of Interest:

- In my free time and on weak-end, I like to play cricket with my friends.
- I like to read books (Comics, Story, Geopolitics).
- I like to watch patriotic movies.

Reference:

The above-mentioned information is true correct and best of my knowledge.

Date:

Signature.

Manish Singh.

