



Shantanu Singh

Executive Trainee Relationship
Manager

PROFILE SUMMARY

Results-driven Sales Development Executive with a demonstrated history of success in driving incremental business growth and effectively managing client relationships. Proven track record of surpassing sales targets and expanding market share within competitive industries. A strategic thinker with a keen understanding of sales processes.

PERSONAL INFORMATION

- Email**
shantanusingh6556@gmail.com
- Mobile**
(+91) 7903219351
- Total work experience**
1 Year 5 Months
- Social Link**
www.linkedin.com/in/shantanu-singh-4b37921b4

KEY SKILLS

- Business Development
- Sales
- B2C Marketing
- B2B Sales
- Marketing
- Corporate Sales
- Negotiation

OTHER PERSONAL DETAILS

- City** New Delhi
- Country** INDIA

LANGUAGES

EDUCATION

- 2023** MBA/PGDM
G L Bajaj Institute of Management & Research
- 2020** B.B.A/ B.M.S
L N MISHRA COLLEGE OF BUSINESS AND MANAGEMENT

WORK EXPERIENCE

- Jun 2023 - Present** Executive Trainee Relationship Manager
Ujjivan Small Finance Bank
 - Built strong relationships with mortgage clients.
 - Guided clients through the mortgage process and addressed their concerns.
 - Worked with the team to ensure smooth processing.
 - Evaluated client credit to determine loan eligibility.
 - Conducted market research and analyzed competitor offerings to identify opportunities for improving Ujjivan Bank's mortgage services.
 - Consistently met or exceeded sales and service goals and targets.

INTERNSHIP

- 61 Days** Brand Associate Internee
ITC LIMITED
 - Studied what our competitors were doing to sell their products better.
 - Used this knowledge to improve our own sales tactics.
 - Successfully turned potential customers into loyal ones using effective sales methods.

59 Days

Market Research Internee

COLLABADDA

- Generated leads through effective cold calling and email marketing.
- Conducted research to identify potential clients and initiate connections.
- ??? Proficiently organized and analyzed data using spreadsheets.

COURSES & CERTIFICATIONS

- Bec Preliminary Certificate from Cambridge University

- English
- Hindi