

DILPREET SINGH

✉: singhdilpreet06121997@gmail.com | 📞: 9616931746 | Address: Kanpur, Uttar Pradesh | [LinkedIn](#)

EDUCATION

Asian Business School, Noida **Noida**
MBA in Marketing & HR **Post Graduation Date: January 2021**

- Coordinated multiple events during PGDM offline and online.

Jagran College of Arts Science & Commerce, Kanpur **Kanpur**
Bachelors of Commerce **Graduation Date: May 2019**

- Organizations/ Awards: Member- Class Representative, Member of Sports Committee

WORK EXPERIENCE

HDB Financial Services. **Kanpur**
Sales Manager (Commercial vehicle Loan) **Mar'24**

- Handling a team of 4 Field sales officer and create an inspiring team environment with an open communication culture.
- Solving the queries and complaints of the customers quickly to ensure their satisfaction and trust on the brand. Providing sampling of the products and equipment's to enhance knowledge of clients.
- Build new market and dealers to increase sales for the organization.
- Major focus is on converting leads into potential clients.

Bajaj Housing Finance Limited **Kanpur**
Assistant Sales Manager (Pre-Approved Mortgage) **May'23-Feb24**

- Taking care of secured loan.
- Drive revenue and product as per customer penetration (manage customer attrition with maintaining branch portfolio health with maintaining weightage IRR.
- Effectively engage operations and risks teams to understand and contribute to overall processes and profitability across locations.
- Grow assigned portfolio by cross selling wealth and loan products to gain larger wallet share in both AUM and Revenue terms.

Kotak Mahindra Bank. **Delhi**
Sales Manager (Consumer Durable Loan) **Aug'22 – Mar'23**

- Handling a team of 15 Field sales officer and create an inspiring team environment with an open communication culture.
- Solving the queries and complaints of the customers to ensure their satisfaction and trust on the brand. Providing sampling of the products and equipment's to enhance knowledge of clients.
- Build new market to increase sales for the organization.

Bajaj Finserv. **Delhi**
Assistant Sales Manager (Consumer Durable Loan) **October'21 – Mar'22**

- Handling a team of 25 Field sales officer and create an inspiring team environment with an open communication culture.
- Dealt with a client base of 50 clients covered 25% of Delhi for Bajaj Consumer Durable loan.
- Delegate tasks and set deadlines. Monitor team performance and report on metrics.
- Strategizing ideas and plans to enter the market for the core decorative products, creating new customer base and building improvements in collaboration with a team, including Customer executive and DGs (Demand generator) to increase sales.
- Solving the queries and complaints of the customers to ensure their satisfaction and trust on the brand. Providing sampling of the products and equipment's to enhance knowledge of clients.

Shree Balaji Traders (Auto Parts)
Advisory Manager

UP
Sept'20 - Sept'21

- Handling clients on regular basis for growth and retainment.
- Solving the queries and complaints of the customers to ensure their satisfaction and trust on the brand.
- Providing sampling of the products and equipment's to enhance knowledge of clients.
- Communicating with different clients on regular basis and convincing for investment in Eicher products.
- Main focus on converting leads into potential clients.

LEADERSHIP EXPERIENCE

Supervisor, MBA Program
Member of Core Team

Noida
July 2019-October 2020

- Proposed ideas, plans, research and data for different events like talent hunt, kesshet, placement drives on campus for better experience and learnings for the students.
- Partnered with 10+ sponsor and outlets for the events held in campus and increasing the exposure of the college in the city.

SKILLS & INTERESTS

SKILLS: Microsoft Office, Sales force, MS Word, Excel, Power Point, Social media marketing.

INTERESTS: Strategy& Operations, Business Development, Technology, Public Relations, Team Management.

