

KIRAN KUMAR SINGH

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Skills

Sales

Team Building

Business development

Computer skills, Internet skills, Hardworking skills, Team Handling Skills, Networking Skills, Communication Skills, Presentation Skills, Train the trainer, Planning the sales processes, Best practices in marketing management

Language

English, Hindi

Objective

To secure a challenging position in a reputable organization to expand my learnings, knowledge, and skills. Secure a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the company

Experience

Universal Sales and Marketing

6th Nov

Business Development Executive

2020 -

Calling existing and potential customers to

Present

persuade them to purchase company products and services.

Accurately recording details of customers purchase orders.

Processing all customer purchases accordingly.

Generating promising leads for the outside sales team to pursue.

Managing customer accounts by ensuring that existing customers remain satisfied. with company products and services.

Developing and sustaining solid relationships with customers to encourage repeat business.

Using sales scripts proffered by the company to drive sales and respond to customer rejections.

Developing in-depth knowledge of customer products and services to make suitable recommendations based on customers' needs and preferences.

Continually meeting or exceeding daily and monthly targets with respect to call volume and sales

Matrushakti Electricals

20th

Sales

March

Manage marketing plan to achieve the target.

2020 -
16th Aug
2020

Assign the target to the sales team.

Supervise the daily work of sales team.

Manage the communication with accounts department for daily incomings of money.

Maintain the record of junior staff.

Motivate the junior staff in regular basis.

Present the marketing plan in front of senior.

Train the new recruiters.

ZoloStays pvt ltd

14th Aug

Sales(Hospitality)

2019 -

1. Achieving supply and demand metrics: Ensure that the monthly, quarterly, annual supply and demand targets of the cluster are achieved

15th Nov
2019

2. Generating leads: Identify the right channels and sources to acquire properties through inbound & outbound leads

Checking and converting according to feasibility: Figure the economic viability of the property, convince the property partner for the terms and conditions and finally ensure the property deal is closed

4. Acquiring and converting the customer: Identify and source new sales opportunities through inbound lead follow-up, outbound cold calls, and emails and meet customers daily through walk-ins

5. Analyzing the market and competition: Develop an understanding of the competition through in-depth analysis of potential major competitors and take better decisions with the points ascertained from the analysis

6. Creating brand awareness: Create brand in the designated cluster through offline marketing campaigns and lead generation



Anup Engineering Workshop

12th june

Marketing Executive

2015 - 7th

1) Handling existing customer and finding potential customer Oct 2017

2) Track on Payment Details.

3) Co-ordinating with the manager regarding the sales target.

4) Handling channel sales and project sales.

5) Meeting architects, interior designers, builders, contractors, Manufacturers

6) Responsible for coordinating with the existing dealer of company.

7) Making daily call report and Forward it to seniors.

8) Generating sales performance report of clients and interpreting sales data to assist market planning and demand forecasting.

9) Doing Sales Promotion Activity & Achieving Monthly targets.
(By Mail

Campaigning & Collecting References Visiting to Companies)

10) To visit market daily basis to collect the orders according to customers requirements

Mercy Foundation

Electrical Skills Trainer

Electrical Skills Trainer in Mercy Foundation

- ☐ Ability to mobilization of youth for skill development program
- ☐ Ensure to provide 6-month class room training and practical to the trainees and explore the placement opportunity of the trained trainees,
- ☐ Ability to track the students after placement and updation of MIS and database of the center
- ☐ Good documentation, computer, communication skills, Strong analytical and training skills
- ☐ Ability to work in both team oriented and self-directed environments

Electrical

Panel Design Engineer

- Develop and enhance new and current circuit solutions.
- Forecast electrical control panel costs.
- Develop plus improve fresh and existing circuit solutions.
- Prepare specifications plus test requirements documents.
- Test, develop and de-bug designs in the lab.
- Analyze and respond to issues as it arrives.
- Develop and maintain relations with other departments while different phases of product development.
- Evaluate engineering design and head project engineering design specific to electrical discipline.
- Suggest modifications to develop and design to enhance quality.
- Develop engineering projects analysis to include preliminary design, calculations, budget analysis, life cycle costs plus equipment selection.
- Develop technical construction specifications.
- Perform surveys to collect field data to develop drawings, layouts and varied visual aids.
- Review designs development for conformance with applicable codes, utilizing engineering standards along with good engineering practices.
- Conduct field inspections as part of construction quality assurance process.
- Coordinate engineering design team activities.

- Support electrical control panel production

🎓 Education

- **IMIT** *2015*
Master of Business Administration
60
- **C.v Raman college of Engg** *2012*
Bachelor of Technology
6.62
- **Council for the Indian School Certificate Examinations**
Intermediate *2007*
64
- **ICSE** *2005*
10th
61

💡 DOMAIN SKILLS



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Sales, Marketing & Business Development

- Developing new clients and negotiating with them for securing profitable business.
- Forecasting sales targets and executing them in a given time frame thus enhancing client.

Sales

- Handle Presentations, Product demos and interaction with all key people and convince them implicitly, closing the case keeping all the major aspects in front and increased sales growth.

Channel Management & Distribution

- Planning & Developing and appointing new business partners to expand product reach in the market and working in close interaction with the dealers and distributors to assist them to promote the product.

Client Relationship Management

- Managing customer centric operations and ensuring customer satisfaction by achieving delivery and service quality norms.
- Identifying improvement areas & implementing measures to maximise customer satisfaction levels.

Team Supervision

- Monitoring, recruiting, training & motivating the manpower and providing direction to the sales team for ensuring optimum performance and enhancing their professional and soft skills.
- Analysing the performance of team members for assigning targets on a regular basis

Projects



MBA project

Summer Internship at SAIL, Rourkela



Btech Project

Design and Analysis of speed control of DC motor using Matlab Simulation

Project: Sales & Marketing analysis

Duration: 10 weeks

Work Profile:

- Going on field with seniors to study the market and customers of the company
- Generating enquiries for the company and converting them to customers
- Studying market the company products as compared to other companies
- Assisting seniors in daily activities

🏆 Achievements & Awards

- Basic Plc certification at C.v Raman Bosch Rexroth centre of Excellence Leve E2 achievement in Business English certification of British council Vocational Training at NALCO,Angul.

🌟 Activities

- Volunteering in Charity drive, blood donation camps

+ Additional Information

Core Competencies

- Sales/Growth Initiatives
- Business Development/Promotion
- Channel Management/Distribution
- Business Planning/Marketing
- Event & Relationship Management
- Retail Operation.
- Customer Loyalty.
- Cost/Inventory Control.
- Primary and Secondary Sale.
- Performance Management System (PMS).
- Data Management and Analysis.

