


Yogesh Singh

C-007, Vivek Vihar, Sector-82, Noida

 yogeshsingh4532@gmail.com

 9711806600

 [linkedin.com/in/yogeshsingh4532](https://www.linkedin.com/in/yogeshsingh4532)

Summary

As a B.Tech in Mechanical Engineering and an MBA in Operations student, I possess a unique blend of technical expertise and business acumen. I have a strong foundation in mechanical engineering principles, which has equipped me with problem-solving skills and a solid understanding of manufacturing processes, design, and quality control.

My pursuit of an MBA in Operations has further enhanced my knowledge in areas such as supply chain management, logistics, project management, and operations strategy. I have developed a keen interest in optimizing processes, improving efficiency, and streamlining operations to drive organizational success.

I am a proactive and result-oriented individual, always seeking opportunities to apply my technical and managerial skills to real-world challenges. I have a natural aptitude for analyzing data, identifying patterns, and making data-driven decisions. Additionally, I am skilled in utilizing various software tools and technologies to enhance productivity and streamline operations.

Through my educational journey, I have honed my communication, leadership, and teamwork skills, enabling me to effectively collaborate with cross-functional teams and drive projects to successful completion. I am adaptable, able to thrive in dynamic environments, and constantly eager to learn and grow.

Overall, as a B.Tech Mechanical and MBA Operations student, I bring a well-rounded skill set that combines technical know-how with business acumen, making me equipped to contribute to the success of organizations by optimizing operations and driving efficiency.

Experience

Assistant Manager

BCL Secure Premises Pvt Limited

Apr 2023 - Present (2 months)

As an Associate Manager of Sales at a Facility Management & Security firm, my role is to drive sales growth and revenue generation for the company. I am responsible for developing and executing sales strategies, identifying new business opportunities, and nurturing client relationships. While work closely with the sales team, providing guidance and support to ensure we together meet our targets.

My duties include conducting market research, analyzing industry trends, and staying updated on the competitive landscape. With this knowledge, I identify potential clients, make sales presentations, and negotiate contracts and also collaborate with other departments to ensure a coordinated approach to sales and customer management.

My success in this role is measured by my ability to meet sales targets, maintain customer satisfaction, and contribute to the overall growth of the company. Strong communication, negotiation, and analytical skills are essential for effectively managing the sales process and driving business success.



Intern

Tlam Consultants Pvt Ltd

Aug 2022 - Sep 2022 (2 months)



Intern - Maintenance Technician and Repair

KTM AG

Dec 2019 - Dec 2019 (1 month)

Managed and lead a team of people in allocating workload and managing the day to day operations in the workshop.

Co-ordinate resources and liaise with internal and external key contacts to ensure work is delivered on time and to a quality standard.



Intern - Overhauling of Generator sets

509 Army Base Workshop

Jun 2019 - Jul 2019 (2 months)

As a mechanical engineer, I was responsible for installing, maintaining, and repair generators for an organization's facility.

My duties include troubleshooting issues relating to the generator's electrical and mechanical systems through diagnostic tests, performing site testings and engine servicing, conduct preventative maintenance, and ensures all work complies with health and safety protocols.

Education



Army Institute of Management & Technology

Master of Business Administration - MBA, Operations Research

Nov 2021 - Aug 2023



SRM University

BTech - Bachelor of Technology, Mechanical Engineering

2017 - 2021

Licenses & Certifications



Internet of things - Coursera

YGF5AQK8TE2C



Automobile Design and Racing - MyCaptain



BUSINESS FUTURES: UNDERSTANDING OMNI-CHANNEL RETAILING AND SUPPLY CHAINS - RMIT University



Supply chain management - Great Learning

 **Introduction to Business Management** - King's College London

 **DIGITAL SKILLS: ARTIFICIAL INTELLIGENCE** - Accenture

 **Business Analysis & Process Management** - Coursera

 **Project Management Professional (PMP)** - Google

Skills

Problem Solving • Business Analysis • IT Operations • Microsoft Power BI • Communication • JIT
Production • Microsoft Excel • Microsoft Office • Operations Management • Sales Operations