

# Sumit Singh

Business Development Manager

Innovative Marketing leader with 3+ years of experience delivering exceptional marketing campaigns, content and collateral based on established and innovative strategies. Results-oriented and collaborative professional bringing expertise in brand management and social media engagement. Detail-oriented, attentive and decisive leader.

## Contact

### Address

Noida, India 201301

### Phone

9205438702

### E-mail


sumitsingh45682@gmail.com

### LinkedIn


sumitsingh/LinkedIn-9204387

## Skills

Networking strength  Upper intermediate

Product and service sales  Upper intermediate

Sales expertise  Upper intermediate

New Business Development  Upper intermediate

Strategic planning  Upper intermediate

Marketing  Upper intermediate

## Work History

2022-05 - Current

### Business Development Manager

Ohhpro Technologies Pvt. Ltd., Bangalore

- Reached out to potential customers via telephone, email, and in-person inquiries.
- Implemented systems and procedures to increase sales.
- Generated new business with marketing initiatives and strategic plans.
- Prepared sales presentations for clients showing success and credibility of products.
- Built relationships with customers and community to establish long-term business growth.

2021-06 - 2022-06


### Business Development Manager

Reliance Retails, Noida

- Reached out to potential customers via telephone, email, and in-person inquiries.
- Generated new business with marketing initiatives and strategic plans.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Implemented systems and procedures to increase sales.
- Prepared sales presentations for clients showing success and credibility of products.

Relationship building and rapport  Upper intermediate

Business development and planning  Upper intermediate

Vendor management  Upper intermediate

Goals and performance  Upper intermediate

Market understanding  Upper intermediate

Order management  Upper intermediate

Revenue Generation  Upper intermediate

Research  Upper intermediate

Relationship building and management  Upper intermediate

Staff Management  Upper intermediate

## Languages

English  Upper intermediate

Hindi  Advanced

French  Elementary

2018-01 -  
2020-04

## Team Leader

*Bundl Technologies Private Limited ( Swiggy ), Noida*

- Mentored and guided employees to foster proper completion of assigned duties.
- Held weekly team meetings to inform team members on company news and updates.
- Reviewed, implemented and updated company records related to team activities for future reference.
- Managed leave requests and absences and arranged covers to facilitate smooth flow of operations.
- Maintained database systems to track and analyze operational data.

## Education

2020-08 -  
2022-08

### MBA: Marketing & Finance

*IMS NOIDA - Noida Sector-62*

2017-07 -  
2020-08

### Bachelor of Commerce: Accounting And Business Management

*PGDAVE Collage - Delhi - 110062*

2016-04 -  
2017-05

### Commerce : Commerce

*Govt. Boys Senior Secondary School - Delhi*

2014-05 -  
2015-06

### High School Diploma

*Sahil Public School - Noida Sector - 62*

## Additional Information

INTERNSHIP.

1. Toyslr Pvt. Ltd.

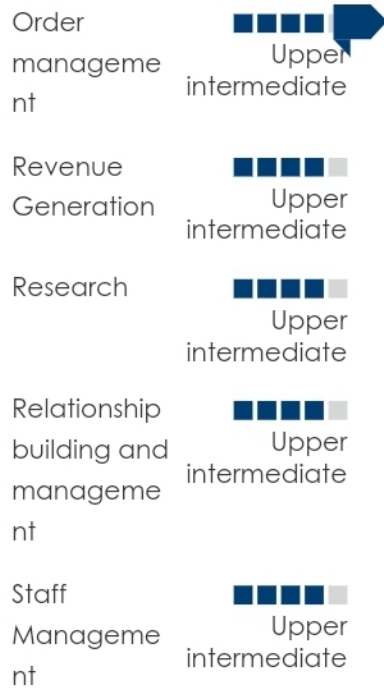
( Jan 2021 to Mar 2021 )

2. Job India Consultancy

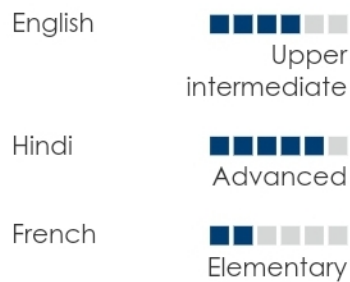
( Mar 2021 to Apr 2021 )

3. The Zabhi Eservice

( Apr 2021 to May 2021 )



## Languages



## Education



2020-08 - 2022-08	<b>MBA: Marketing &amp; Finance</b> <i>IMS NOIDA - Noida Sector-62</i>
2017-07 - 2020-08	<b>Bachelor of Commerce: Accounting And Business Management</b> <i>PGDAVE Collage - Delhi - 110062</i>
2016-04 - 2017-05	<b>Commerce : Commerce</b> <i>Govt. Boys Senior Secondary School - Delhi</i>
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( Mar 2021 to Apr 2021 )
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( Apr 2021 to May 2021 )

## Certifications

Tug of War

Indian Budget Debates

Business Quiz Competition

CPSP - Certified Professional Sales Person

Leadership

## Interests

Chess.

Writing

Explore New Places

Volleyball