



# DANISHWAR SINGH

Business Development Manager 📍 Mohali, Punjab 140301, INDIA

## DETAILS

#9715 New Sunny Enclave,  
Mohali 140301, Punjab  
[danishwar021@gmail.com](mailto:danishwar021@gmail.com)

PLACE OF BIRTH  
Jammu (J & K)

NATIONALITY  
Indian

DRIVING LICENSE  
Full

## LINKS

<https://www.linkedin.com/in/danishwar-singh-7aa2a2125>

## SKILLS

Solar PV Technology

Rooftop/captive Solar

Client Relationship Management

Brand management

Communication and Presentation

Market Research

Business Development

MS Office

Contract Negotiation

RFPs

## LANGUAGES

## PROFILE

**Focused Business Development Manager with more than 3 years of work tenure and exemplary planning and implementation capabilities. Highly-trained in Channel Sales and market analytics with an in-depth understanding of client requirements gathering and market categorization. Involved in Product Testing, management and Development of new Business Opportunities**

## EMPLOYMENT HISTORY

**Business Development Manager- Teramax India pvt ltd- Solar division**  
March 2019 – Present

**Successfully managed 1-1.5 crore budget Solar Projects and Successfully achieved the Project Scheduled goals.**

- Collate the estimates of existing regional market potential for rooftop/captive solar projects
- Implement and execute marketing activities to increase branding and recognition programmes
- Identify timely new opportunities in the form of the tenders and RFQs, work on submissions and attraction of right partners
- Support clients on obtaining project financing and facilitate banks-clients introductions.
- Suggest improvements in business strategies based on customer feedback.
- Keeping Record of Sales, Revenue, Invoices etc.
- Directed all meetings and produced presentations for clients
- B2B Sales
- Opening Dealers and Distributor in the assigned Territory for Business Expansion.
- Build corporate relationships with customers and industry associations

**CSE- Customer Sales executive - Berger paints India Ltd**

May 2017 – March 2019

**Significantly improved market share in Kashmir by 10% w.r.t other competitors**

- Establish relationships with potential clients dealers and Contractors.
- Lead generation and Conversion in the assigned Territory.
- Appointing New Dealers and Taking Orders from them and existing to Increase sales revenue.
- Streamline profit margins by making product Schemes and Eventually Increasing sales..
- Collaborate with the marketing team to successfully present and promote products.
- Maintaining inventory by giving stock order to get maximum sale and to achieve the assigned targets.
- Represent the company at conferences, meetings, and industry events.
- Operating CRM for daily reports, billing and Payment related Queries.

**Assistant relationship Manager(ARM)October 2016 – May 2017**  
PNB METLIFE PVT LTD.

English

Hindi

Punjabi

### HOBBIES

Music, Cricket, Hiking, Writing

- Implement high-impact strategies to target business opportunities and markets.
- Develop strong relationships with sales managers, customers, and industry leaders
- Develop plans to increase the business from different branch units and travel extensively to clear the doubts if any.
- Arrange all customer related data on Excel and maintaining it time to time
- Research to analyze competitor products and services
- Work efficiently and maintain good relations with Bank Employees to generate more revenue
- Working on Met smart and Finnacle to submit reports and to register business done.



### EDUCATION

ICL GROUP OF COLLEGES  
KURUKSHETRA UNIVERSITY

2011–2015

**Degree: BTECH In ECE**

Kendriya Vidyalaya Nagrota

2009 – 2011

**Certificate: Secondary and Senior Secondary SSC and HSSC  
CBSE BOARD**



### EXTRA-CURRICULAR ACTIVITIES

- Sports
- Clubs/Organizations
- Volunteering
- Managing People and Events
- Music

#### *Personal details:*

Father Name: S. Rajinder Sigh

Mother Name: Balbir Kaur

Contact: 8899711976

Permanent Address: Ward no 5 Batote, District Ramban  
Jammu and Kashmir

D.O.B: 07<sup>th</sup> March 1993

Signature:

Danishwar Singh