**Resume**

**ABHINAV PRATAP SINGH**

**MBA (Marketing & HR)**

**B.Sc. IN HOTEL MANAGEMENT**

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**Career Objective**

**To make a positive impact in my field of activity leading to Organization growth, where I can grow along with the organization.**

**Educational Qualification**

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| --- | --- | --- | --- | --- |
| **Examination** | **Board/University** | **School/College** | **Year of Passing** | **Percentage/CGPA** |
| MBA | Galgotias University | Galgotias University | 2015 | 67% |
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| BSc HCM | Sikkim manipal | INSTITUTE OF HOTEL MANAGEMENT | 2013 | 64% |
| INTERMEDIATE | UP BOARD | PIONEER MONTESARI SCHOOL | 2010 | 55% |
| HIGH SCHOOL | UP BOARD | TENDER HEARTS | 2008 | 50% |

**Experience**

* Working with BERGER PAINTS INDIA LTD as Admin Assistant in commercial Depot from 15.06.2015 to 16.06.2018.
* Working with UP100 as Quality Auditor from 18.06.2018 till 31.05.2018.

**Role & Responsibility**

* Managing after sales service for entire dealer and distributor network.
* Maintaining records pertaining to various promotional schemes to dealer network and distribution of related gifts to internal customers.
* Act as Backup Manager to Regional Sales Manager for monitoring and implementation of sales policy and procedure.
* Preparing analytics data for UP100 on various platforms.
* Auditing of calls on various aspects.

**Core Strengths**

* Ability to immediately adapt to changing environment
* Quick decision making
* Communicating: Communication Skills
* Flexibility and Adaptability
* Learning agility: Quick learner
* Motivating people
* Self-Motivated
* Computer Skills

**Technical Skill**

* **Office Tools(Packages)** : MS-office(MS-Word, MS-Excel, MS-Power Point,

PDF) etc.

* **Operating System**  : Windows XP,Vista,7,8; ORACLE

**Industrial Training&Projects**

* Summer Training on “CORPORATE SALES OF THE COMPANY'S PRODUCT” from Radisson blu hotel Greater Noida.
* Successfully completed the Project on “A STUDY ON FACTORS AFFECTING THE BUYING DECISION OF HERO BIKES”.
* Industrial training in RADISSON BLU HOTEL NOIDA for 3 months in graduation.
* Attended direct sales practical training session of 7 days in Retail Marketing, at **Big bazaar Noida.**

**Extra-Curricular Activities**

* Reading Business Magazines & News through internet.
* Social networking
* Listening music

**Personal Profile**

Father’s name : Mr. Badri narayan

Gender : Male

Date of Birth : 02-03-1992

Marital Status : Married

Nationality : Indian

Languages known : Hindi, English

**Declaration**

**“I here by Declare that all the Information mentioned above is True to the best of my knowledge and I own the Responsibility for the correctness of Above-Mentioned Particulars”.**

**Date:**

**Place: Lucknow (Abhinav Pratap Singh)**