

Chandan Singh

Contact

Address

Noida, UP, 201301

Phone

8130375932

E-mail

chandansinghkumar23@gmail.com

Skills

Market research



Strategy



MS Office



Business operations



Problem resolution



Communications



Relationship development



Team management



Account Manager Driven and motivated Account Manager with nearly 3 years of experience collaborating with sales leaders and account executives. Involved in business presentations, management & development of new business opportunities

Work History

2020-03 -
Current

Key Account Executive

Phonepe Pvt Ltd, NOIDA, Uttar Pradesh

- Managed administrative functions, including complex calendar management with focus on proper allocation of executive availability.
- Worked with senior management to initiate new projects and assist in various processes.
- Responded to emails and other correspondence to facilitate communication and enhance business processes.

2017-07 -
2020-02

Account Manager

Carwale.com, NOIDA, Uttar Pradesh

- Responsible for account development, cold calling, assessing client needs and identifying solutions
- Addressed problems with accounting, billing and service delivery to maintain and enhance client satisfaction.
- Elevated account management by predicting potential competitive threats and outlining proactive solutions.
- Liaised between account holders and various departments, communicating effectively to maintain customer satisfaction and uphold company protocols.
- Identified key entry points to enhance market penetration and effectively analyzed data to optimize customer satisfaction and increase profitability by 100%.
- Developed highly profitable pipeline based on multiple sales penetration techniques.

Education

2015-05 -
2017-05

MBA: Marketing & International Business

EMPI B-School - Chattarpur