

# SANDEEP SINGH

Sales & Marketing Professional  
FMCG, Food & Beverage, Telecom & Building Material

Preferred Location: Noida, Ghaziabad, Delhi and Gurgaon

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New Kondli, Mayur Vihar Ph-3, Delhi

## PROFILE

- Ambitious, ambivert and dedicated professional offering **6+ years** of invaluable experience in Sales, Business Development, and Relationship Building across Consumer sector, Telecom, FMCG, etc.
- **MBA, presently associated with Silaris Informations Pvt. Ltd as Business Development Executive.**
- Showcased exemplary performance in prospecting new business, following leads from existing clients through upselling and cross selling.
- An unwavering commitment to customer service, with the ability to build productive relationships, resolve complex issues and win customer loyalty.
- Brilliant communication, negotiating and interpersonal skills with proven ability to work with cross functional teams efficiently.
- Diligent, forward thinking and adaptable to dynamic company, customer and job requirement/needs.

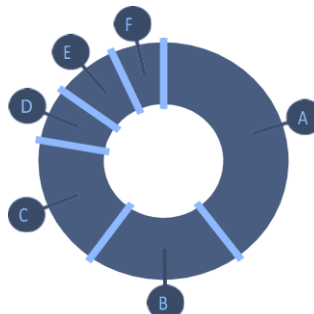
## EMPLOYMENT DETAILS

<b>Silaris Informations Pvt. Ltd</b> <i>Business Development Executive</i>	Since Aug'18
<b>Concentrix Daksh Pvt. Ltd</b> <i>Senior Practitioner (Amazon Seller Support)</i>	Aug'16-Mar'18
<b>Aegis Limited</b> <i>CC Executive (Vodafone Premium DCCC)</i>	Jun'15-Aug'16
<b>Homeshop18</b> <i>Sales Executive</i>	Aug'13-May'15

### Roles & Responsibilities:

- Identifying prospective customers, driving sales through communication with customers, suggestive selling and sharing product knowledge.
- Cold calling to arrange meetings with potential customers to prospect for new business
- Attending to customers' queries about products, prices, availability, or credit terms promptly.
- Challenging any objections with a view to getting the customer to buy product.
- Maintaining relationships with clients by providing support and advice on forthcoming products and discuss special promotions.
- Achieving monthly sales targets as assigned.
- Providing excellent services and ensuring customer satisfaction.

## CORE SKILLS



- A – Sales & Marketing**
- B – Business Development**
- C – Client Servicing**
- D – Relationship Management**
- E – Product Promotion, Liaison & Coordination**
- F – Team Work, Negotiation Skills**

## EDUCATION

- **MBA** from Manav Bharati University, 2015
- **B.Sc. Animation** from MGU, 2013
- **12<sup>th</sup> Class** from CBSE, 2007
- **10<sup>th</sup> Class** from CBSE, 2004

## OTHER COURSES

- Certification Course in Multimedia & Animation from Arena Animation, Noida.

## SALES CAMPAIGNS HANDLED

Assayed key role in executing following AMEX campaigns:

- **IIM Lucknow**
- **IIM Rothak**
- **MDI Gurgaon**
- **IIFT Delhi**
- **IMT Ghaziabad**

## IT SKILLS

- MS Office
- Adobe Illustrator, Adobe Photoshop, Corel Draw
- Adobe In-Design, Adobe Flash, Adobe Dreamweaver

## GENERAL INFORMATION

**Date of Birth:** 27<sup>th</sup> July, 1989

**Languages Known:** English and Hindi

**Address:** B-2/245, New Kondli near Mayur Vihar-3, New Delhi-110096