

CURRICULAM VITAE

BHARAT.H.SINGH

Email: bharatsingh.singh@gmail.com / bhaaasingh@gmail.com

Mob: No. 9768579185 / 8999014432



WORK EXPERIENCE:

Currently working with Pratham Engineering (JUNE 2012 to till DATE)

Pratham Engineering is the Group of Engineering Companies involved in Design, Fabrication, Testing and Supply of various Chemical Process Equipment's including Reaction Vessels, Agitators, Blenders, Kneading Machines, High speed Dispersers, Tall Vertical Columns etc., these are designed and engineered meeting to the requirements of the various International Codes and Standards.

Job Profile

Working as a Assist Sales Manager:

- Identify and make contact with potential customers
- Respond to sales enquiries from existing and potential customers through mail
- Providing best solution to client & give best quotation
- Follow-up regarding material delivery & installation with client
- Feedback from client after installation & Trail Run

ADITGROUP (SECURITY PRODUCT) (DEC 2011 to MAY -2012)

ADIT Security System Pvt. Ltd. is a professional, distinguished Distribution Company in the Electronic surveillance industry all over India & abroad. A leading company in the Global Industry for full range of CCTV solutions (CCTV Camera, CCTV Lens, Accessories and many more), Fire Alarm Systems, Time Attendance & Access Control Systems, P.A Systems and others also.

Job Profile

Working as a Channel Sales Officer:

1. Taking care of channel account
2. Identify and make contact with potential partner to create a new channel account

3. Meet Annual Sales
4. Provide feedback of query of channel partner
5. Market Research
6. Execute Market plan to maximize the sale
7. Visiting partner to Develop Business
8. Providing Up-gradation and Explaining new offers to channel partner
9. Creating Reports and maintain Records

Vivid Solutions Mumbai (Jan2007 to nov2011)

Vivid Solution is a channel Partners registered with HCL, Acer, HP, It Procures material directly from company or gets it manufactured as per demand And supply the same nationally.

Job Profile

Working as a Business Development Executive:

1. Taking care of channel account & co-operate account
2. Identify and make contact with potential customers
3. Respond to sales enquiries from existing and potential customers;
- 4 Meet Annual Sales
5. Provide feedback from members and potential customers
6. Market Research
7. Execute Market plan to maximize the sale and BD
8. Visiting Clients to Develop Business
9. Analyzing the Client Business Need
10. Maintaining end-to end Customer Relation
11. Providing Up-gradation and Explaining new offers
12. Creating Reports and maintain Records

Educational Qualifications:

B.Com. in First class in year 2006-07

Computer Expertise:

1. diploma in basic electronic
2. Computer hardware & basic networking
3. Basics in Computer Software including MS-Office

Other Educational Qualification:

MBA in Marketing from ICFAI University in year 2014-15

Personal Information

Date of Birth	13th June, 1985
Marital Status	Single
Languages Known	English, Hindi & Marathi.

(Bharat H. Singh)