

# Ankit Singh

## Key Account Manager

Experienced KAM/SME with over 7 years of experience in sales and business development, handling multi-national clients & vendors. Excellent reputation for resolving problems, improving customer satisfaction, and driving overall operational improvements. Consistently saved costs while increasing profits.

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## WORK EXPERIENCE

### Key Account Manager

OYO Hotels and Homes Pvt Ltd

04/2018 – 01/2020

Gurugram

#### Tasks

- Managing B2B business of packages worth 1CR every month.
- Delivering a high level of service to various clients(Travel Agents, Corporate).
- Enhancing Gurgaon hub (Agra, Faridabad, Ghaziabad, Gurgaon) package revenue month on month.
- Leading & Training of ground team (Min 20 employees) about OYO products and meetings with TA's and Corporate frequently to build a good relationship and ensure frequent business.
- Handling escalations at ground level.

Contact: Ashish Azad- Sales Head-9643430000

### Subject Matter Expert

Yatra Online pvt ltd

12/2014 – 03/2018

Gurugram

#### Tasks

- Lead a team of ten employees in the sales department.
- Helping team to create itineraries for domestic and international destinations.
- Driving sales of holiday packages.
- Maintenance of MIS Reports to keep a track on business.
- Responsible for delivering Team target month on month basis.
- Handled operations & escalations.

Contact: Harpreet - Manager - 9999509269

### Consultant

Ienergizer - MakeMyTrip

04/2014 – 11/2014

Noida

#### Tasks

- Responsible for solving queries sourced from website checkbox.
- Making tour itinerary for clients.
- End to End dealing with clients.

### Executive

Xprezto info solutions pvt ltd

09/2012 – 03/2014

New Delhi

#### Tasks

- Dealing with customers from different continents ( Asia, Africa, Australia, Middle east & Europe ) who were working in USA to sell them calling access codes to call their respective countries
- Outbound sales

## SKILLS

Sales, Vendor Management, Business development, Leadership, Vendor negotiation, Training, Customer Service, MS Office, Escalation Handling & Team Building

## EDUCATION

### BCA

UPRTOU

08/2009 – 07/2012

Allahabad

#### Courses

- Computer fundamentals
- Business Communication
- Data base management system
- Programming languages

### 12th & 10th

SIBSNIC

07/2006 – 06/2009

Bhadohi

#### Courses

- Physics, Chemistry & Math

## LANGUAGES

Hindi

Full Professional Proficiency

English

Full Professional Proficiency

## ACHIEVEMENTS

Got recognized in the JFM'19 quarter for excellent performance - OYO

Best Seller of the month June 16 - Yatra

Won FAM trip to Ladakh August '16 - Yatra

Won FAM trip to Jim Corbett April'15

Best seller of the month - Exprezto

## INTERESTS

Travelling