



Saumya Singh

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Degree Seeking challenging assignments with IT organization recognizing where I can provide my true potential and providing sufficient avenues for professional growth nurturing marketing skills and competencies. Diligent and Oriental individual with knowledge of market and Projects. Determined to give to my employer the best of my performance on a sustainable basis through hard work & application of skills and competencies without compromising the core values of life.

Masters of Business Administration

Institution : NMIMS Mumbai

Degree : Bachelor of Business Administration

Institution : Mahatma Gandhi University



CERTIFICATIONS

- V skills Certification for Business Development
- Certified by Google AdWords
- Certified BLP associate with NMIMS



SKILLS

- Lead generation
- Manage Team to achieve solo and group Target
- Updating the sales funnel or customer management platform
- Qualifying leads
- Nurturing relationships with clients
- Communication skills
- Data Functioning



Work Experience

Organisation : intcore (sister concern company)

Duration : ooctober 2020 – December 2020

Position : Business Manager

Responsibilities:

- Planning and overseeing new marketing initiatives.
- Contacting potential clients around the world to establish rapport and arrange meetings.

- Follow up the current and database leads via call, skype, WhatsApp.
- Researching organizations and individuals to find new projects and opportunities via Guru work, linked in, up work, mazzle etc.
- Increasing the value of current customers while attracting new ones.
- Finding and developing new markets and improving sales.
- Attending conferences, meetings, and industry events.
- Using bidding portals for leads like upwork, freelancer, guru etc.
- Developing quotes and proposals for clients.
- Developing goals for the development team individuals and business growth and ensuring they are met.

Organisation : SRM Softtech (Web and Mobile Application)
Duration : March 2015– September 2020-

* January 2021 – current

Position : Business Development Manager

Responsibilities:

- Analyse market and tap new zones for business expansion
- Explore & target new business leads opportunities in software/mobile/web development domain through different channel
- Using social media, bidding portal , sales navigator tools and cold calling for sales pipeline buildup
- Finding source , yellow pages reddit , yelp etc.
- understand project requirements and prepare the detailed proposal, pre-sales discussions, negotiations, closing the sales and handing over the client to the delivery team.
- Build and maintain excellent relationships with clients and prepare convincing write-ups/ messages.
- Identify, create and pursue new business opportunities and clients.
- handling the lead generation for solo and team motivate them, support them for qualified leads

Internship

Organisation : Welspun India Limited
Position : Trainee Intern

Responsibilities:

- Survey and collection of different business Prospective in the market
- conduct presentation for product and project demos
- conducting meeting for BDM through calls, message, social media, freelancing worksites,

Organisation : IBM
Position : Trainee Intern

Responsibilities:

Structure the data
 call and follow up for the leads and projects that can be acquired
 Make project presentations



STRENGTHS

- Ability of quick learning
- Good Interpersonal and Communication Skills
- Strong Analytical and Reasoning Skills
- Team work attitude
- “will do” attitude



LANGUAGE

- Hindi (R, W, S)
- English (R, W, S)
- Gujarati (S, R)
- Punjabi (S, R)



EXTRA CURRICULAR ACTIVITIES

- Recognised for delivering new business idea within intra company pitch competition.
- Worked as a team leader for Google AdWords competition (was finalist in Asia- Pacific Region)
- Organized, promoted and managed the annual college festival and cultural events, India.



Personal Details

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- Name : Saumya Singh
- Date of Birth : 10^h August 1992
- Sex : Female
- Nationality : Indian
- Visa : US B-1/B-2

Declaration

I, Saumya Singh, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

Ahmedabad, India