

Divjot Singh

B-221 Pocket 2
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Education

Echelon Institute Of Technology Faridabad, Haryana , Stream: B.Tech in Electronics and Communication

Class 12: Apeejay International School , Greater Noida (C.B.S.E.) Score: 65%

Class 10: Apeejay International School, Greater Noida (C.B.S.E.). Score: 7.8 CGPA

Experience

Cloud Avengers / Senior BDA (August'21- Present)

- Monitor and evaluate industry trend and customers drivers for strategic management
- Manage proposals responses
- Develop and implement overarching outbound sales, sales processes and development strategies
- Maintain and share professional knowledge through presentations and Events.
- Identify and qualify new customers as per company's policies and business model
- discover the most suitable solutions for any problem at hand help their client's business become more functional and successful

E-Beta Innovation/ BDA (September'20 - July'21)

- Serving to all types of customers & businesses around the globe
- Pursuing leads and moving them through the sales cycle.
- Understand the requirements, issues and needs of the client's short-term or long-term goal
- Consult with senior management to discuss innovation or development in existing products and services to meet the market demand

- Assist leadership in contract development, handle negotiations and perform due diligence
- Maintain and regularly update the customer database, such as names, phone numbers and email addresses

Tech Mahindra / Team Leader (August'18- August'19)

- Promoted as Team Lead after being appreciated for the effort put in
- Understood and Handled the responsibilities of a Team Lead
- Attended and handled meetings with Client Netgear
- Understood the struggles of Associates and helped them resolve it with least time utilized

Tech Mahindra / Associate Engineer (August'17 - August'18)

- Working On most of the Netgear Home Products
- Working On CRM Tool Salesforce as well
- Understanding Customer(s)/Client(s) concern and Guiding them to the Correct Resolution
- Have Thorough Knowledge about Dual Band , Tri-Band working Of the Routers
- Worked on one of the best Home Mesh Network System : Orbi
- Educated regarding the Public and Private IP addresses
- Have the patience and enthusiasm to Make customer understand about the resolution of the troubleshooting that is required

Byju's / Business Development Associate (July'16 -December '16)

Business Development Associate

- Worked on LeadSquared CRM
- Understanding customer(s) need and providing them with what is exactly required and satisfying them in the end with the result they receive
- Cleared Sales slabs multiple times with good margin.
- Worked on customer relationship management
- Responsible for maintaining optimum service delivery to clients
- Share in knowledge dissemination, reporting and communications.
- Counseled students and did community management

Skills

Technical :

C, HTML (Novice), Data Structures, Java (Novice)

MS SQL Server (Intermediate)

Windows 2000/XP/2003/ window 7

Microsoft Office, Adobe Acrobat, Adobe Photoshop,Xilinx,Proteus,Keil

Soft :

Well versed in verbal and written communication skills

Team leading and collaboration cross team(s)

Energetic work attitude

Courteous Demeanour

Leadership Skills

Ability of understanding client(s)/customer(s) and their pain points

Analytical bent of mind to make sound decision

Trainings Projects and Workshops

Universal remote control using 8051 microcontroller

Ethical hacking and Computer system security from N.S.I.T, Delhi

Embedded System , Sofcon pvt Ltd