



# VIVEK SINGH

BUSINESS DEVELOPMENT EXECUTIVE

## EXECUTIVE SUMMARY

Seasoned Business Development Professional with 2+ years experience in Prospecting, Consulting, Educating, Nurturing, Closing roles with the purpose of boosting client's online presence on all digital channels

## PERSONAL SKILLS

- Active Listening
- Objection Handling
- Buyer Research
- Service Focused
- Negotiation & Presentation
- Time & Goals Management
- Excellent communication skills, fluent in 2 languages (English, Hindi)

## CONTACT DETAILS

- Mobile: 9717501499
- Email: vivek.vicky.singh7@gmail.com
- LinkedIn: linkedin.com/in/vivek-singh-719546108
- Location: Noida, India.

## WORK EXPERIENCE

### BUSINESS DEVELOPMENT EXECUTIVE

**YourHustler Inc. (Marketing Agency)| July 2021-present**

- Prospect->Navigate->Nurture clients for boosting presence on all digital channels
- Educating decision-makers, the power of digital customer buying patterns and budgeting
- Researching & finding leads to build a stronger sales pipeline
- Understanding of markets, customers, & competitors in order to target needs and drive sales of Website Design, SEO, Google Ads etc.

### BUSINESS DEVELOPMENT REPRESENTATIVE

**Capline Services | Aug 2018-Dec 2019**

- Collaborated with account executives to penetrate new accounts, identify potential customers, and coordinate service demonstrations
- Improved customer acquisition rates through targeted discussions on market segmentation and pricing strategies

## ACADEMIC PROFILE

### AMITY UNIVERSITY

**BTECH MAE | Graduated 2018**

### LUCKNOW PUBLIC SCHOOL

**April 2013**

## CERTIFICATIONS

**BRITISH INSTITUTE OF ENGLISH INDIA**