**NEHA SINGH**

B-1001, Plot-9, Valencia CHS, Sector-16 e, Roadpali-410218

Cell-+91-9594529568-chauhanneha795@gmail.com

Key Skills

* The ability to get on with people at all levels and influence them
* An ability to stay calm under pressure and keep to deadlines
* Team working and leadership skills.
* A little familiarity with current market environment and idea to plan according to them.
* Time management and organizational skills
* Strong problem-solving and creative skills
* Attention to detail

Professional Education

B. tech Civil in 2014 passed with 71%marks

Professional Experience

**Designation**  : Sr. Associate Inside sales

**Duration** : July-2019 to Jan 2021

**Compan**y : Eastern software systems

**Designation**  : Sr. Associate Inside sales

**Duration** : Oct-2018 to July 2019

**Compan**y : ICRA Online Limited

**Responsibilit**i**es**:

\* To qualify leads coming from various channels by investigating client requirement and their decision-making process.

\* Maintain up to date and correct records of various inside sales activities like call details. Responses, follow up schedule.

\*To work with different internal teams like product, finance.

\* Closing sales independently by conveying the value proposition convincingly, following up timely and negotiation.

**Designation**  : Business development Executive

**Duration** : March-2017 to Oct-2018

**Compan**y : Humanware Technology Private Limited

**Responsibilities:**

The liaison between HR Managers and employees providing resources they need to support their management when there is a need for advanced analytics and reporting solutions.

• To develop strategic partnerships and create a channel program that will drive revenue and create additional market penetration.

• Promoting a paperless software solution system

• Generate leads and give demonstrations Online as well as F2F.

• Meet the HR teams and Managers

• Driven sales professional with quality sales experience in start-up and territory expansion situations.

• Consistently earned top ranks in sales performance by understanding my customers core needs and building relationships that provide value.

• Creative in understanding businesses and challenges to provide the best ever solutions

• Developing and executing aggressive growth plans.

**Specialties: Market awareness, Cultivating Relationships, Customer Retention, Solid Closer and Adaptive Selling**

**Designation :** Lecturer

**Duration :** August 2014-August 2016

**College :** Sanjay Institute of Technology and Management, Mathura

**Responsibilities :** Teaching

**Computer Skills:**

**OS :** Windows 98/7/8, 2000 AND XP.

**Skill Set :** Microsoft Office (WORD, EXCEL and PowerPoint), AUTOCAD, Basic C, C++.

Personal Traits

* Goal Oriented
* Dynamic & Hardworking
* Good in Team Work
* Good in Interpersonal relationship and communications.

Extra-Curricular Activities

* Event organizer in college functions and other technical events.
* Participated consecutively in “Aawahaan”-2010-11, 11-12, 12-13, 13-14 college annual function.

Personal Details

Name : Neha Singh

Gender : Female

Date of Birth : 5th July 1991

Nationality : Indian

Marital Status : Married

Spouse Name : Mohit Tomar

Permanent Address : D-1268 Indira Nagar, Lucknow-226016

Declaration

I hereby declare that the information furnished above is true to the best of my knowledge.

Place- Navi Mumbai Dec 30, 2021 Neha Singh