

MUKESH SINGH

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Skills

- Written and Oral Communication
- Management and Leadership
- Customer rapport

Languages

- English
- Hindi
- Oriya

Experience

Head of Business Development

Aug 2013-Feb 2022

Binary Bakers IT Solutions - Ahmedabad/Gujarat

- Managed a team of 50+, establishing tasks, deadlines and sales target ensured they are met by the business development teams.
- Closed new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Develop effective working relationships with customers through regular meetings and identify and obtain further sales and business development opportunities.
- Coordinate all support functions including finance, operations, IT and HR.
- Developed and presented a strategic alliance business plan to senior management and received approval for implementation.
- Position required extensive researching of market opportunities, determination of required resources, and institution of applicable business plans.
- Develop marketing and business development initiatives to meet specific needs and objectives of facilities and individual departments.

Head Of Business Development

Mar 2010 – May 2013

Regius IT Solutions Pvt. Ltd. - Ahmedabad/Gujarat

Business Development Executive

Sep 2005 – Apr 2009

Vineeta Enterprises - Bhubaneswar/Orissa

Assistant Programmer

Sep 2006 – Jun 2007

World Link Technologies Pvt Ltd. - Bhubaneswar/Orissa

Education

Bachelor's Science: Chemistry

Mar 2003 – Mar 2006

College of Basic Science and Humanities. Bhubaneswar/Orissa

12th Class Science

Mar 2002 – Mar 2003

DAV PUBLIC SCHOOL, Paradeep/Orissa

10th Class Science

Mar 2002-Mar 2001

DAV PUBLIC SCHOOL, Paradeep/Orissa