

ABHISHEK PRATAP SINGH



Contact

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Languages

English
Hindi
Bojhpuri
Punjabi

TECHNICAL SKILLS

Microsoft word, excel, power point
and outlook, business analysts -
data analytics, ERP system, CRM,
mobile mkt. Social mkt.

INTERESTS

Music, Hollywood movies, watching
informative channels like Discovery,
National geography/history,
Travelling. Cooking.

Summary

A qualified, result oriented sales/consulting professional with more than seven years of broad & diversified experience in channel sales, new business development, energetic and goal oriented with a genuine passion for sales & Business management. A position that challenge my skills, urges me to learn, enhance my capabilities to become more competent and experienced, so that I can contribute well to the growth of the concern and to have continuous self-development by way of learning and exposure to new assignment.

Skill Highlights

- Project management
- Strong decision maker
- Sales /BD
- Automation
- Business Consulting
- PPC
- Service-focused
- Laser Cutting Machines

Experience

DG Growth Ventures Pvt LTD, Ludhiana (India)

Designation - Lead Business Consultant

From 10th Feb 2020 - Till 20th June 2020.

As Sr. Lead business consultant

A&A Business consulting, Mumbai (India)

Designation - Lead Business Consultant

From Aug 2019 - Till 4th February 2020

As Lead business consultant

- Prepare monthly Implementation Plans as well as coordinate scheduled plans/doables to better serve the users.
- Process storage requests for the projects of the clients pertaining to their developing, testing, and deployment requirements. Ensure all changes in production/Sales or deployment in production/Sales goes through the established process.
- Process SOW's and Recharge Agreements.
- Submit RFC's for release management coordination to obtain approvals.
- Prepared Concepts of Descriptions for projects.
- Monitor weekly or monthly status of Sales/Production target vs achievement and analyse the gap associated with shortcomings.

Sahajanand Laser Technology Ltd – Gandhinagar Gujarat

Designation – Sr. Sales Engineer

From May 2018 - Till July 2019

Sr. Sales Engineer.

- Demonstrating Laser machines and company profile via ppt to address client's needs.
- Working with existing/satisfied customers to generate reference to enhance sales.
- Providing sales support during virtual and onsite client meetings.
- Liaising with both current and potential clients to develop existing and new business opportunities.
- Identifying the customer's current and future requirements and accordingly delivering the best technical solution/Machines.
- Reviewing customer drawings, plans and other documents in order to prepare detailed technical/Commercial proposal for them.
- Preparing reports for head office and senior managers.
- Offering after-sales support services with help of service team.
- Conveying solution benefits to both business and technical audiences.

SAM Automation Technologies Pvt Ltd

Designation – Sales Engineer

From April 2016 - Till April 2018

As Sales Engineer.

- Travelling to visit potential clients.
- Negotiating on quotations, contract terms and conditions.
- Delivering presentations and demos to clients.
- Conveying customer technical requirements to the Internal Engineering teams
- Have achieved 75% of annual target in first year of employment
- Have achieved 50% of sales objectives, expanded into a new business practice within special programs (selling robots & Gantry Automated Solutions).
- Have maintained professional working contact with our principals and key clients to generate references.

BOOM Systems Private Limited

Designation –Engineer (Marketing & Sales)

From May 2013 - Till March 2016

As Engineer (Marketing & Sales).

- Travelling to visit potential clients.
- Negotiating on quotations, contract terms and conditions.
- Efficiently managed key clients of Kashmir (JKSPDC), Himachal Pradesh (Himurja), Utrakhand (UJVNL) and was successful in bagging electromechanical projects as well as RMU works from the above mentioned clients.
- Significant contribution in countrywide “Sales of Turbines, and its associated accessories”, Panels and its associated electrical components, Microprocessor based Governors, Butterfly valves, Single frame housing of small hydro power systems capacity ranging from 50kW to 100kW).
- I was accountable for successful commissioning of our two hydro power projects, one in Kashmir (1.5MW Capacity) and other was in Himachal Pradesh (2x2MW capacity).
- I was accountable in preparation of Financial as well as Technical proposals for different hydro power projects for India and outside as well.

EDUCATION

- **(2011-2013) MBA** in Marketing and Finance from Amity University Uttar Pradesh secured **6.58 CGPA**.
- **(2007-2011) B.Tech** in Mechanical Engineering from College of Engineering and Technology Moradabad (UPTU) secured **67.01%**.
- **(2010) Diploma in CAAD** services and technical consultancy.
- **(2005) Higher Secondary Certificate** from St. Basil School (ISC Board), Basti UP securing **61.20%**.
- **(2003) Senior Secondary Certificate** from St. Basil School (ICSE Board), Basti UP securing **60.66%**.

PERSONAL DOSSEIR

- **Date of Birth** : 1st JAN 1987.
- **Marital Status** : Married.
- **NATIONALITY** : INDIAN.
- **PASSPORT No** : N0920664.