

Manoj Kumar Singh

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**MANAGERIAL ASSIGNMENTS IN MAPPING / BUSINESS DEVELOPMENT/
RELATIONSHIP MANAGEMENT**

Abridgement

Management professional with 6+ years of insightful experience in Corporate Sales, Marketing and Client servicing for mapping industry.

- Demonstrative skills in breaking new avenues & driving sales growth through corporate channel partners.
- Proactively conducting opportunity analysis by keeping abreast of market trends and competitor moves to achieve market-share metrics and meet business expectations.
- Managing End to End Business, Ensuring daily Operations, Business Development and Training on Process to Team Members
- Comfortable in interacting with multiple levels of organization. A consistent performer with a knack for sales and capable of handling stressful situations with confidence.

Area Of Expertise

Mapping & Marketing

- Developing marketing strategies to build client preference and driving volume.
- Providing direction to execute promotions/ launches in sync with regional characteristics.
- Ensuring that a client is met month on month.

Business Development

- Networking with prospective clients, generating business from the new and existing accounts and achieving profitability and increased sales growth.
- Evolving in New product penetration, market segmentation & penetration strategies to achieve targets.
- Identifying key/ institutional accounts and strategically securing profitable business.
- Tenders' preparation.

Client Relationship Management

- Assessing the customer feedback, evaluating areas of improvements for evolving newer growth patterns of the brand. Maintaining excellent professional relations with clients to generate avenues for additional business.
- Handling customer centric operations & ensuring customer satisfaction by regular analysis and up gradation of delivery & service quality norms.
- Conducting national deals to provide clients with one window to manage communication needs.
- To engage Consultants for Pan India Statutory Compliance, staffing and Payroll management services

Team Management

- Accountable for right recruitment induction & continuous training towards building a high performance team.
- Coordinating for sales training of entire sales.
- Currently handling 25 Executive and Drive Business Development Team to deliver the Revenue Target
- Exceptional leadership, organizational, oral/written communication, interpersonal, analytical, and problem resolution skills

Academia

- **Post Graduation:** - Master of Business Administration from SSBS, Pune(Affiliated to Pune University)
- **Graduation:** - B.Sc(IT) from NIIT Camac Street, Kolkata(Affiliated to Kuvempu University, Karnatka)

Professional Exposer

Company Name: Radford Global Limited
Designation: Manager (Business Development)

From: Sep. 2017

ROLES AND RESPONSIBILITIES

- Responsible for handle the entire North for Sales and acquisition of the **Contractual Staffing, Payroll, Online attendance portal and Statutory Compliance.**
- Team handling and provide training for BD as well recruiter to achieve the target.
- Assigning the territory as well the data to the colleague for generating the lead.
- Understanding and assessing client requirements, sharing proposal and presentation with clients and customizing solutions.
- Following complete sales cycle and ensuring payment collection and post sales servicing clients.
- Responsible for handling and building client relationships & facilitating contract staffing business from client from development to payment procurement.
- Responsible for client acquisitions for respective domain, as well should be able to achieve the target independently.(**Contractual Staffing, Payroll, HRMS Software, Online Attendance Portal, Statutory Compliance**)
- Responsible for generating, maintaining and managing strong relationships with the client and fulfilling client staffing needs within minimal time.
- Ensure continuous client satisfaction related to quality control checks and compliance requirements.
- Accountable for all commercial requirement via extending support for acquiring concerned job orders(P.O./SOW), pay rate, bill rate, Contract with the Client etc.
- Share client contact person details for finance team and follow up for final payment within the mentioned timeframe in PO.
- Use consulting approaches in building highly productive business relationships including identifying new client needs and creative solutions.
- Communicates regularly with client to ensure satisfaction with newly placed individuals and resolves issues promptly.
- Monitors and ensure adherence to client policies and procedures.

- Responsible for all documentation with the Client once the candidate is placed.
- Respond to all questions, issues, and requests generated by client managers and/or contingent workers in a timely and professional manner.

Company Name: Genius Consultant Ltd
Designation: Manager (Business Development)

Experience: 24 Month

ROLES AND RESPONSIBILITIES

- Responsible for sales and acquisition/ retention of clients **Contractual Staffing, Payroll, HRMS Software, Online Attendance Portal Background Verifications, Statutory Compliance.**
- Understanding and assessing client requirements, sharing proposal and presentation with clients and customizing solutions.
- Following complete sales cycle and ensuring payment collection and post sales servicing clients.
- Responsible for handling and building client relationships & facilitating contract staffing business from client from development to payment procurement.
- Responsible for client acquisitions for respective domain, as well should be able to achieve the target independently.(**Contractual Staffing, Payroll, HRMS Software, Online Attendance Portal Background Verifications, Statutory Compliance**)
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Company Name: Parit Software Technology Pvt. Ltd.

Experience: 18 months

From: January 2014 to June 2015

Designation: Manager (Business Development)

ROLES AND RESPONSIBILITIES

- Responsible for sales of **Excise Software for Manufacturing as well Trading and Account Licensing** in across Maharashtra.
- Also handling the wide range of Software solution for Enterprises like **Enterprise Resource Planning (ERP).**

- Promote solution offers that meet the customers' specific needs.
- Provide the desktop remote solution for changes in report to the client.
- Provide training to the client through physical visit as well through remote.
- Establish rapport and cultivate relationships with customers through the sales cycle that will lead to repeat business and referrals. Able to build and maintain a sales funnel.
- Responsible for generating, maintaining and managing strong relationships with the client and fulfilling client staffing needs within minimal time.
- Traveling across Maharashtra for the demo on the client demand.
- Mapping and managing Key Accounts, meeting the customers face to face to understand customer's Requirement and providing solution accordingly.
- Understanding customer's challenges and issues and solving them.
- Manage the Technical team to provide solutions to the client.
- Identifying new sales opportunities within existing accounts and maintain and develop relationship by up-selling and cross-selling.

Personal Dossier

- **Date Of Birth-** 07/05/1988
- **Father's Name-** Ashok Kumar Singh
- **Gender-** Male
- **Current Address-** Rajendra Chaudhry Lodge, Pasi Tola, Near D.V.C Chowk, Old Jakkanpur, Mithapur, Patna-800001

- **Permanent Address-** S/O Ashok Kumar Singh, Gandhgi Nager, Street No.-8, Dehri on sone, Rohtas ,Bihar, Pin No.- 821307.



Declaration

I hereby declare that the above mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above mentioned particulars.

Date-

Signature-

Place- Delhi

Name-Manoj Kumar Singh