



DEEPENDRA SINGH

BUSINESS DEVELOPMENT EXECUTIVE

PERSONAL INFORMATION

ADDRESS

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LANGUAGES

ENGLISH

HINDI

HOBBIES

COMPUTER GAMING

WRITING FICTIONAL STORIES

PLAYING GUITAR

LISTENING TO MUSIC

EXTRA CURRICULAR ACTIVITIES

-TEAM MEMBER AT AIESEC

-CONGRESS 2019 HELD AT LPU.

-FOUNDED KYE SOFT SKILL TRAINING CLUB.

OBJECTIVE

An approachable, motivated and confident Sales Executive with the ability to excel sales targets and make a real difference in the organisation's revenue generation. Possess strong social skills that enable me to be a strong relationship builder with clients, colleagues and third-party stakeholders.

EDUCATION

LOVELY PROFESSIONAL UNIVERSITY | 2020

- B.Tech. CSE
- Pursuing (6.77 CGPA)

SRI CHAITANYA VIDYANIKETAN SCHOOL | 2016

- Class : XII
- Percentage : 67.09

SRI CHAITANYA TECHNO SCHOOL | 2014

- Class : X
- Percentage : 85%

SKILLS

- EXPERT KNOWLEDGE OF THE SELLING PROCESS
- EFFECTIVE SALES TECHNIQUES
- EXCELLENT COMMUNICATOR AND RELATIONSHIP BUILDING SKILLS
- OPTIMISTIC AND A POSITIVE CAN-DO ATTITUDE
- PRO-ACTIVE, ORGANISED AND EXCELLENT TEAM PLAYER
- TIME MANGEMENT SKILLS
- CONTINOUS LEARNING SKILLS

INTERNSHIPS

ASSISTANT DIGITAL MARKETING MANAGER

KITES EGYPT | JUNE 2017 TO JULY 2017

- Designed front end of the official web page
- Conducted market research for the company
- Market Trends and Analysis

BUSINESS DEVELOPMENT EXECUTIVE

MEETUNIVERSITY | OCTOBER 2019

- Devising and implementing the organisation's sales strategies
- Travelling to visit potential clients
- Building relationships with new customers and distributors
- Establishing new, and maintaining existing, relationships with customers
- Responsible for the marketing and advertising on new and existing products
- Negotiating and closing sales by agreeing terms and conditions
- Making technical presentations and demonstrating how a product will meet client needs
- Solving client problems
- Ensuring sales targets are met before the specified deadlines
- Offering after-sales support services
- Negotiating tender and contract terms
- Regularly reviewing sales strategies and targets with Sales Managers