

# Resume

## Abhishek Kr. Singh

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## Contact Address

H.No.206, Sector 33,  
Gurgaon - 122001.

### Career Objective:

To work in the most challenging position with an organization that provides ample opportunities to learn and to contribute. I am flexible & willing to work on any technology.

### Carrier Highlights:

- 4.5 years' experience as a Business Development and Sales Operations.
- Current CTC: 4.4 LPA

QikPod (LeapMile Logistics Pvt. Ltd)	Business Development Executive	March'2018 – Present
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### Job Responsibilities:

- Visit prospective sites for deployment of QikPod. Sign-up locations (apartments, offices) to install free lockers.
- Identify potential clients and the decision makers within the client organization.
- Present the QikPod solution to prospective clients and report back reactions to proposal.
- Set up meetings between client decision makers and QikPod's business development leaders.
- Close new business deals by methodical follow-ups, coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Prepare reports by collecting, analysing and summarizing information.
- Build a pipeline of prospective sites at various stages of business development/closure, and constantly nurture this pipeline of prospects towards positive closure, accepting the QikPod solution as a host.
- Monitor customer satisfaction levels with sites acquired, be their primary point of contact and seek references/introductions from them – build a relationship and manage the account.

Foodpanda (Pieces E Services Pvt. Ltd)	Sales & Operations	Jul'2015 – Feb'2018
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### Job Responsibilities:

- 1 Tie Up new vendor and get them onboard on portal.
- 2 Automate the vendor and generate the vendor code and install the app on destop, mobile and ios.
- 3 Show the demonstration and brief about the app to the client and how to receive and close the order.
- 4 Technical support to the clients if they are facing any problem related to the foodpanda application.
- 5 Manage the revenue stream of the company originating from the following different avenues:
- 6 Ownership of the After-Sales service processes jointly with the vendor Management, Finance, Operations and Marketing functions
- 7 Gathering Competitive Intelligence data to ensure we stay updated on the Market dynamics.
- 8 Maintaining a long term relationship with accounts and maximizing sales opportunities within them
- 9 Resolve any issues and problems faced by clients and deal with complaints to maintain trust
- 10 Serve as the link of communication between key clients and internal teams

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<b>Contrasoft Technology</b>	<b>Business Development Executives</b>	<b>Jun'2014 - Jul'2015 (1.1 Yrs)</b>
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**Job Responsibilities:**

1. Identifying new sales leads
2. Pitching products and/or services
3. Maintaining fruitful relationships with existing customer
4. Researching organisations and individuals online (especially on social media) to identify new leads and potential new markets
5. Researching the needs of other companies and learning who makes decisions about purchasing
6. Contacting potential clients via email or phone to establish rapport and set up meetings
7. Planning and overseeing new marketing initiatives
8. Attending conferences, meetings, and industry events

**Academic Qualifications:**

<i>Courses</i>	<i>Institute</i>	<i>Board/University</i>	<i>Passing Year</i>	<i>Percentage</i>
B.Tech (ECE)	Guru Gobind Singh College of Egg.& Technology,Punjab.	Punjab Technical University, Jalandhar	2010-14	71%
12 <sup>th</sup> (Science)	Kamla Rai College, Gopalganj.	BSEB	2007-09	69%
10 <sup>th</sup>	High School Barauli.	BSEB	2006-07	58%

**Technical Skills:**

- MS Office.  
MS Excel (VLOOKUP, HLOOKUP, PIVOT, and other functions)
- SQL,C, C++
- Salesforce, Google Documents, Zendesk.

**Personal Details:**

- Date of Birth : 30 th Oct. 1992
- Sex : Male
- Nationality : Indian
- Marital Status : Married
- Languages Known : English, Hindi
- Permanent Address : Gopalganj Bihar.