

Yogendra Singh

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Career Statement: *To use my skills in a way that delivers value to the organization and helps me grow in my career with enhanced skills.*

Synopsis

- ✦ Over 12 year experience in **Out station Project ,Channel Sales, Direct Sales, Dealer Network Building , Channel Partner Business Development, Lead generation.**
- ✦ **Current Organization Manchanda & Manchanda Builders Pvt. Ltd** Excellent relationship management skills & proficiency in servicing external clients.
- ✦ Delivering and sustaining revenue and profit gains within highly competitive Real Estate market.
- ✦ Exceptional communicator with a consultative approach, strong negotiation skills, exceptional problem solving abilities, and a keen client needs assessment aptitude.
- ✦ Aggressively identify opportunities, develop focus, and implement tactical business solutions.
- ✦ Proficient at forging strong relationships with key decision-makers, other executives, and channel partners

Core Competencies

Sales & Marketing

- ✦ Managing the sales and marketing operations.
- ✦ Promoting new launches and accountable for achieving business goals and increasing sales.
- ✦ Implementing marketing strategies to build consumer preference and drive volumes.
- ✦ Conducting competitor analysis by keeping abreast of market trends and competitor moves to achieve market share metrics.

Relationship Management

- ✦ Handling customer queries for better customer satisfaction. Identifying prospective clients, generating business from the existing clientele to achieve business targets.
- ✦ Interacting with the clients and channel partners on a regular basis & providing redress to all their queries, complaints & handling all client relation.

Dealer Management

- ✦ Identifying and networking with financially strong and reliable advisers/dealer networks.
- ✦ Driving sales efforts through dealer network.

Event Management

- ✦ Organizing various promotional activities to generating new leads.

Professional Experience

Designation: Asst. Manager- Marketing

Company: Manchanda & Manchanda Builders Pvt.ltd

Duration: Mar 2014 to till now

Job Responsibilities:

- ✦ Handling a team of 3 Sales Executive.
- ✦ Interacting with the clients and channel partners on a regular basis & providing redress to all their queries, complaints & handling all client relation.
- ✦ Develop and maintain broker's network effectively and contribution through channel sales.
- ✦ Establish and manage an effective Business Development team.
- ✦ Generating leads for new business by running promotional mailers, cold calling etc.
- ✦ Represent the company during Corporate Presentations & Bulk Bookings.
- ✦ Engage target clients and obtain business requirements.
- ✦ Gathering information using the internet and other sources extensively to search for business information and monitor competitor's campaign.
- ✦ Identify and assess customer response and introduce services as per customer demand/needs.
- ✦ Promoted property sales through advertisement and digital campaigns, open house, and participation in multiple listing services.
- ✦ Develop and implement the Marketing strategy, Establish and manage new brokers, alliances.
- ✦ Sourcing of suitable property for every client, getting the deal finalized and to keep a track until the physical possession takes place.

Designation: Sr. Sales Executive**Company:** Surya Builders Pvt.ltd**Duration:** Dec2011to Mar 2014**Job Responsibilities:**

- ✦ Analyzing the projects.
- ✦ Generate Business through cold calling, lead and tele calling
- ✦ Meeting and site visits with clients.
- ✦ Finding new Customers to increase sale of the company.
- ✦ Close Interaction with the old & new customer to promote the business.

Designation: Sales Executive**Company:** Surya Builders Pvt.ltd**Duration:** Aug20010 to Dec2011**Job Responsibilities:**

- ✦ Generate Business through cold calling, lead and tele calling
- ✦ Handling customer query & Sales closure.

Academic

Qualification	University/Board	College/School	Division
MBA	Punjab Technical University	New Delhi Institution of Management	First
B.com	Jiwaji University	M.M.Singh College	Second
12 th	U.P. Board	Govt. Inter College	Second
10 th	U.P. Board	K.K Inter College	Second

*Area Of Specialization**Marketing & International Business*

Other Achievement

Computer Proficiency:

- ✚ Fundamental of Computers.
- ✚ Microsoft Office 7(Word, Excel, Power point, Ms Access etc).

Interest / Hobbies

- ✚ Gardening
- ✚ Playing cricket
- ✚ Travelling

Personal Details

Father's Name : Late Shri Shatrughan Singh
Present Address : 07, Roshan Estate , Taj Nagri Phase II , Agra -282001
Date of birth : 24/07/1985
Gender : Male
Nationality : Indian

Declaration: I hereby declare that the details given above are true and correct to the best of my knowledge and belief.

Yogendra Singh