

KULPREET SINGH

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CAREER OBJECTIVE:

To secure a responsible career opportunity to fully utilize my training and skills , while making a significant contribution to the success of the organization.

EDUCATION SUMMARY

<i>Stream</i>	<i>Board/University</i>	<i>Year</i>	<i>Status</i>
<i>PGDM</i> (MARKETING & HUMAN RESOURCE)	JK Business School, Gurugram	2018-2020	Completed
<i>B.COM</i>	Lucknow University	2018	Completed
<i>XII</i> (COMMERCE)	CBSE Board	2015	Completed
<i>X</i>	CBSE Board	2013	Completed

ACADEMIC PROJECT:

- A project work on the topic ‘Effects of recent technological developments on Indian Banking Sector’
- A project report stating the comparison between the sales output of different quarters of the Company.

STRENGTHS:

- Self-confident
- Good Communication Skills
- Interpersonal Skills

- Willingness To Learn
- Leadership skills

INTERNSHIP DETAILS:

BHARTI AIRTEL , LUCKNOW

Marketing Intern , May – July 2019

Title of the project : “ Market Analysis For The Expansion Of Network From Copper To Fiber And Improving Service Quality ”

Responsibilities :

- Perform miscellaneous job- related duties as assigned.
- Utilize system databases to develop reports for forecasting and analyzing marketing trends.
- Developed marketing plans for new products .
- Produced surveys to collect customer feedback for new products.
- Examined sales data and analyze market trends.
- Prepared and executed presentations in a professional and assertive manner.

EXTRA CURRICULAR ACTIVITIES :-

- Organized events in college fest like power point presentation and quiz.
- Experienced in giving PowerPoint Presentation.
- I have actively participated in social services programme organized by my college.
- I have secure 1st position in Inter School Singing Competition as well as in Inter College Singing Competition .

PERSONAL SKILLS :

- Collaboration .
- Positive attitude, hard working.
- Adaptability / Flexibility.
- Ability to rapidly build relationship and set up trust.
- Problem – Solving / Creativity.
- Emotional Intelligence.
- Proficient Computer Skills particularly Microsoft Word , Excel and Powerpoint.

WORK EXPERIENCE :

Worked with Door Training And Consulting India Pvt. Ltd.

Designation - As Inside Sales Executive

Duration – February2020 – June 2021

Responsibilities :

- Lead Generation And Cold Calling.
- Develop Promotional Marketing Strategies.
- Design Posters for the Training Programs.

Worked with TransGanization Creation Pvt Ltd

Designation – Trainee – Sales Analyst

Duration – July 2021 – March 2022

Responsibilities:

- Analyzing the Leads
- Handling the sales team of Two.
- Doing meeting with Entrepreneurs.
- Calling on Leads
- Researching on prospect before meeting
- Making Process and framework related to Business Development
- Direct reporting to Co-Founder of the company.
- Creating and Sending Proposals

- Handling the Revenue sheet of the Company.

Worked With Fleetx.io

Designation – Business Development Manager (Field Sales)

Duration – April 22 – December 22

- Meeting with Transporters and Fleet Owners
- Giving Presentations of our Product and Application to Clients.
- Cold Calling and Cold Visits
- Prospecting and Making data base of Client
- Making Proposals
- Travelling Inter-City to Meet clients and Doing cold visits.

CERTIFICATION :

- 3 Days Certification Program in Decathlon during Sports Utsav.
- Certified with the Course of Performance and Reward Management done through Swayam .

HOBBIES:

- Music Production.
- Playing Instruments (Guitar & Piano)
- Travelling

PERSONAL PROFILE:

Father's Name : Mr . Gurdeep Singh

Date of Birth : 22 July - 1997

Languages Known : Hindi, English,Punjabi

Declaration

I do hereby declare that all the information furnished above is true to the best of my knowledge. I would like to seize this world of opportunity and make it my way of life.

Place: Lucknow

Kulpreet Singh

