



Specialties:

Team Lead

Negotiation

Relationship building

Customer service

Problem solving

Time Management



Computer Skills

- MS Excel
- MS Word
- MS Power Point
- SAP, Cap
- SPSS Cognos, BI,
- SPSS TM1, Sales force
- Genio etc

Kuldeep Singh

Results-driven Sr. Branch Head with expertise in managing business relationships and consistently exceeding sales targets. Recognized for prioritizing customer satisfaction and frequently earning "Employee of the Month" awards.

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WORK EXPERIENCE

Sales & Marketing - Sr. Branch Head

Ceasefire Ltd. Delhi, UP

Oct 2023 - Current

- Working as a Sr. Branch head Led large team, delivering multiple fire safety project and driving significant revenue growth.
- Reported to the AGM - Sales, delivering updates on sales performance, Customer satisfaction, and market trends.
- Built and maintained strong relationships with key stakeholders, including 500+ customers monthly, team members, and senior leadership.
- Identified and pursued new business opportunities, built relationships with key decision-makers, and negotiated contracts to drive revenue and secure major projects.
- Conducted market research, analyzed competitor activity, and provided insights to guide business decisions
- Developed and managed sales budgets, forecasts, and reports for accurate monthly and yearly sales projections.
- Collaborated with cross-functional teams-marketing, project management, operations, and customer service-to ensure alignment and seamless communication across projects.
- Maintained strong relationships with key decision-makers at Relaxo, FIITJEE, Wipro, HCL, Reliance, and others
- I led a team to design, implement, and manage fire safety projects for industrial facilities, ensuring compliance with national and international standards across multiple brands.

Sales-Business Development (District Manger DRM)

TradeIndia.com (Infocom Network Ltd) New Delhi

Nov2021-Sep2023

- As District Manager at TradeIndia.com, I oversaw sales and operations in Delhi
- As District Manager at TradeIndia, I drove sales growth and revenue, managing a team of 4 leaders and 28+ executives, overseeing sales and operations in the Delhi region.
- Mentored and coached team members, leading to a 50% increase



Relevant Course

HRM

Accounts

Economics

Business Analytics

Business Studies

Business Communication

Operational Management



Languages

English

Full Professional Proficiency

Hindi

Full Professional Proficiency

Punjabi

Professional Working Proficiency

- Collaborated with Trade India's leadership team to develop and implement strategies that drove growth and expansion
- Successfully launched and scaled Trade India's premium services, like top ranking, driving a 500% revenue growth
- Developed and executed multi-channel sales strategies, using digital marketing, events, and partnerships to drive revenue growth.
- Mentored and coached sales teams, leading to a 90% sales target achievement
- Led a team of 35+ sales professionals, promoting excellence, innovation, and collaborative client relationships...
- Conducted telecalling campaigns across India, targeting specific regions such as North, South, East, and West
- Developed and executed region-specific cold-calling strategies tailored to cultural and customer needs.
- Achieved 150% of sales quota, earning the President's Club Award
- Created and executed online promotional content, boosting engagement by 500% through blogs, videos, social media, and mailers.
- Mentored team members, driving a 50% skill improvement and a 25% boost in job satisfaction.

Sales-Business Development (Relationship Manager)

JUST Dial LIMITED, NOIDA

April 2017- Aug 2021

- Led a team of six sales professionals, driving sales growth and surpassing revenue targets."
- Mentored and coached team members to improve online ad sales skills, product knowledge, and performance
- Developed and executed sales strategies to acquire new customers and retain existing ones..
- Analyzed sales data and market trends to identify improvement areas and growth opportunities
- Monitored team performance metrics, including sales revenue, customer acquisition and satisfaction
- Monitored sales pipeline and conversion rates to identify areas of improvement.
- Conducted regular team meetings to review progress, address challenges, and set goals for targeting new and existing clients
- Prepared and presented weekly/monthly sales reports to senior management, highlighting team performance, successes, and challenges.
- -Analyzed sales data to provide insights that informed business decisions and drove growth.
- - Developed and maintained dashboards to track KPIs and sales metrics.

Sales-Business Development (Media Marketing Executive) Hindustan Time Moradabad

August 2012- March 2014

- Spearheaded impactful marketing campaigns in ad sales, driving a 25% Revenue growth in B2B and B2C markets.
- "Built and maintained a strong client portfolio at Hindustan Times, achieving a 95% client retention rate."
- Developed and implemented data-driven marketing strategies, leading to a 30% increase in ROI.
- Consistently exceeded revenue targets, with an average quarterly increase of 15%
- Successfully launched new products and services through multi-edition ads, driving significant revenue growth.
- "Developed a deep understanding of clients' businesses, industries, and challenges, providing personalized support and guidance."
- Identified and pursued upselling and cross-selling opportunities with existing clients, driving revenue growth
- Generated revenue through event sponsorships and award shows, driving business growth.
- Identified new revenue streams through partnerships and collaborations.
- Leveraged celebrity recognition to boost visibility and revenue:-

EDUCATION

X TH	Govt School	UP Board 2006
XII TH	Govt School	UP Board 2008
BBA	IHM, Agra	2009-2012

- MBA (BA) Chandigarh University IBA – MBA Business analytics 2014
- Diploma of R& AC for railways – JK ITC

ATTRIBUTES

- Strong organizer and leader, praised by the Vice President for hard worked adaptability.
- Ambitious with strong will, insights, and a friendly approach, appreciated by co-workers.
- Confident, active listener with entrepreneurial spirit, skilled in multitasking, rapport building, and communication.

PERSONAL DETAILS

- Date of Birth: 15 January 1992

Place: New Delhi India

Kuldeep Singh