

Bipin J. Singh

DOB: 8th July 1987

Experience in arranging periodic trainings and seminars for customers. Hand's on experience in planning and implementation of marketing strategies. Prior experience in designing marketing programs and pricing strategies for exhibitions.



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Really Agritech Pvt Ltd

Area Sales Manager

Feb'23 – Till Date

Key Responsibilities

- ∞ Develop and implement a sales plan to achieve or exceed established sales goals.
- ∞ Conduct market research, analyze competitive landscape, develop pricing strategies, and identify new business opportunities.
- ∞ Maintain accurate records of all leads and prospects.
- ∞ Develop relationships with new and existing customers to gain trust and loyalty.
- ∞ Provide feedback on product improvements or new products.
- ∞ Planning and executing BTL activities – Events (Exhibitions, Conferences), Promotions (Posters, Brochures).
- ∞ Creating marketing strategies to align with the organization's goals and objectives.
- ∞ Preparing monthly and on-demand MIS reports for the entire operating regions that helps to evaluate and efficiently manage departments in organization.

Surya Tejas Infinite Energy LLP

Sales & Marketing Manager

June'20 – Jan'23

Key Responsibilities

- ∞ Plan, organize and implement market survey to obtain data that provides insight to market trends and consumer requirements.
- ∞ Assist in designing and developing marketing collaterals and promotional materials.
- ∞ Responsible for setting up a strong network of vendors / Agencies for various promotional activities planned for respective region.
- ∞ Updating customers with our latest products through various promotional activities like banners, brochures, emails, and tele-communication.
- ∞ Creating and maintaining database with vendors and customer details.
- ∞ Planning and executing BTL activities – Events (Exhibitions, Conferences), Promotions (Posters, Brochures).

- ∞ Creating marketing strategies to align with the organization's goals and objectives.
- ∞ Ensuring the products are created and delivered as per requirements.
- ∞ Preparing monthly and on-demand MIS reports for the entire operating regions that helps to evaluate and efficiently manage departments in our organization.

Achievements

- ☞ Arranging daily meetings within the team for status updates to ensure smooth functioning.
- ☞ Ensuring our customers receive high-level of services during all onsite, off-site gatherings.

Tungaloy India Pvt. Ltd

Marketing Executive

Sep'17 – June'20

Key Responsibilities

- ∞ Updating customers with our latest products through email campaigns.
- ∞ Coordinating with the Sales team to arrange seminars or any promotional activities to proliferate business development.
- ∞ Creating and maintaining database with customer details.
- ∞ Planning and executing marketing duties such as event management, vendor management.
- ∞ Creating marketing strategies to align with the organization's goals and objectives.
- ∞ Preparing monthly and on-demand MIS reports for the entire operating regions that helps to evaluate and efficiently manage departments in our organization.

Achievements

- ☞ Arranging periodic training and seminar for channel partners and end customers.
- ☞ Successfully accomplished in arranging regional seminars, national and international exhibitions.
- ☞ Ensuring our customers receive high-level of services during all onsite, off-site gatherings.

Ecoluxe Lightning Solution Pvt. Ltd.

Product Executive

Apr'16 – Sep'17

Key Responsibilities

- ∞ Handling distributors, dealer, and contractor to arrange exhibitions.
- ∞ Managing the entire sale lifecycle including pitching, follow-ups, contract negotiations and client relationship management.
- ∞ Creating and maintaining database with customer details.
- ∞ Ensuring our customers receive high-level of services during all onsite, off-site gatherings.
- ∞ Adding new retailers to expand our business network.
- ∞ Communicating with the clients for information gathering and share the same with our experts.
- ∞ Elaborating marketing concepts for several products and its positioning within the market.

Achievements

- ☞ Design, develop and implement marketing programs and pricing strategies for organization.
- ☞ Securing new business and maintaining those relationships.

- ☞ Performing marketing duties such as event management, qualifying trade show opportunities, and creating marketing strategies to align with the organization's goals and objectives.

Ultratech Cement Ltd.

Supervisor

Jul'14 – Apr'16

Key Responsibilities

- ∞ Contributing in planning and implementation of marketing strategies.
- ∞ Collaborating with marketing officers for sales promotion activities.
- ∞ Handling retail sales data management and preparing consolidated MIS reports for Mumbai Region Sales and Marketing Department.
- ∞ Maintaining month wise, grade wise, pack wise dispatch details for Mumbai region.
- ∞ Preparing monthly performance status reports of Sales Executive for Regional Heads.
- ∞ Maintaining quality and accuracy of MIS reports.
- ∞ Designing and implementing retail schemes based on market surveys.
- ∞ Analyzing district / depot wise sales and order compliance.

Achievements

- ☞ Conducting surveys in the market that provided inputs to the management.
- ☞ Working on SAP for Outstanding, Daily Dispatch, Order Status, and Ledger Report.
- ☞ Sharing analysis of Sales and Dispatches, Dealer Performance and other Vital Inputs to Regional Heads for controlling operations and achieve Organizational targets.
- ☞ Automating MIS reports to reduce manual work and human errors.

HCL Services Ltd

System Engineer

Jan'13 – Jul'14

Key Responsibilities

- ∞ Provide L1 application support for Aspect 6.6, Talisma 8.5 and 9.0 and VIDYO application for troubleshooting issues.
- ∞ Providing Telephonic support to Onsite Engineers and Field Engineers, End-to-End support for users and closure report, and user Account Management for General Banking and Credit Card.
- ∞ Exhibiting excellent Desktop Management by ensuring all the required hardware and software are being installed and configured in end-user's machine.
- ∞ Ensure proper tracking of IVR for banking customers to their delight.
- ∞ Daily sanity checks of the PRI lines used for General Banking.

Achievements

- ☞ Providing IT support to IndusInd Bank under Centralized Service Desk across Pan India.
- ☞ Excellent inventory management onsite and off-site.

Origin ITFS

Technical Service Desk Coordinator

Sep'11 – Oct'12

Key Responsibilities

- ∞ Providing IT support to Tata Consultancy Service under Centralized Service Desk for Mumbai, Delhi and Gujarat locations.
- ∞ Providing software support and Data Backup support to Talent Maxima India also known as TMI.
- ∞ Worked with the vendor for third-party support during critical and challenging times.

Soft Skills

- ☞ Good communication and presentation skills.
- ☞ Highly energetic and focused on delivery.
- ☞ Good team leader and player.
- ☞ Excellent people handling and problem solving skills.

Education Qualification

- ☞ SSC – Thakur Vidya Mandir, Maharashtra Board (2003)
- ☞ HSC – Thakur College, Maharashtra Board (2005)
- ☞ Bsc. Computer Science – Thakur College, Mumbai University (2012)