



Rohit Kumar Singh

EXECUTIVE - SALES

A dynamic sales manager with 2.5 years of experience having exposure in different domains including B2B and B2C also motivating and leading sales team to achieve the top rank.

Experience

Executive - Sales

Unicorn Infosolutions Pvt Ltd(Apple Authorised Seller) | October'20 – present

- Upselling products.
- Preparing and sending quotes and proposals.
- Handling Customer Escalations.
- Assists with inventory, including receiving and stocking merchandise.
- Setting sales goals and developing sales strategies for the team.
- Meeting daily, weekly, and monthly sales targets.
- Participating in sales team meetings.
- Generated the Revenue of 14 Cr+ business during the launch period of Iphone 13 Model.
- Achieved Top Sales performer Award in January 2022.

Marketing Trainee- Sales

Rotex Controls Pvt. Ltd. | August'17 – June'18

- Generating Leads through cold calling and Emails.
- Preparing Suitable quotations for customers.
- Meeting Clients and explaining the whereabouts of products.
- Following up with the clients for the desired closures.
- Negotiating with Customers.

Skills

- Excellent Communication
- Leadership Skills
- Negotiation skills
- Customer service
- Channel management
- Decision Making Skills
- Team Handling

Education

- Baba Farid Institute Of Technology,Dehradun.
Bachelor's of Mass Communication
(2014-2017)
- Bharati Vidyapeeth's Institute Of
Management And Entrepreneurship
Development,Pune.
MBA in
Marketing and
Operations
(2018-2020)

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Sales Intern

Aditya Birla Sunlife Insurance| May'19 - July'19

- ◆ Generating Potential leads.
- ◆ Approaching customers with various plans.
- ◆ Providing Customers with the plan that fulfills their requirements.
- ◆ Managing proper onboarding of customers with all documents till the closure.

Business development Intern

Bajaj Finserv | December'18 - January'19

- ◆ Handled the online lead generation team & Customer Relationship Management.
- ◆ Conversion of customers to Bajaj Finserv Membership from Credit card.
- ◆ Onboarded 300+ New customers in membership.
- ◆ Managing the Closures of client base with all required documents.

Positions of Responsibilities

- ◆ Handling a team of 10 people assigned and generating leads through them.
- ◆ To take ownership of all the leads and follow up with them for desired closures.
- ◆ Managing Overall store operations from opening till closing of store.
- ◆ Ensuring product availability for fulfilling customer demands.
- ◆ Arranging Home Delivery of products to ensure smooth customer service and pleasant customer experience.