

VIMAL SINGH

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SR. SALES & BUSINESS DEVELOPMENT MANAGER

Snapshot: Senior Sales Executive with 13 year accomplished career track. Known to Deliver and sustain revenue and profit gains within highly competitive sales markets. Exceptional communicator with consultative sales styles, strong negotiations skills, exceptional problem solving abilities and a keen client needs assessment aptitude. Aggressively Identify opportunities, Develop focus and provide Tactical business solutions.

Core Competencies include...

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|----------------------------|-----------------------|----------------------|
| » Sales Forecasting | » Solution Selling | » Product Promotion |
| » New Business Development | » Lead Generation | » Global Sales |
| » B2B Sales Management | » Inside Sales | » Revenue Generation |
| » Team Management | » Start-up Operations | » ERP Sales |

PROFESSIONAL EXPERIENCE

Valuqe, Business Development Manager (October 2016 – Till Date)

Key Responsibilities:

- Increased revenue from 10,000 to USD 1 Million annually in 3 years through the creation and retention of 28+ strategic partnerships with consolidators and retail partners.
- Improved conversion from 2% to over 35% of leads through improving lead procurement, becoming an ideal partner, and upgrading our company's presentation of value.
- Built Strategic Sales Team for the securing of highly competitive 7 figure projects.
- Secured major projects over 5 competitors based upon a team sell strategy that encompassed marketing, software engineering and analytics.
- Introduced, hired and trained Sales Managers, associates that supported a team selling strategy for large projects and development of regions.
- Developed New Trade show Booth for multiple International events in Europe, Africa and Asia.
- Introduced alternative sales strategies for operating services contracts, resulting in \$50,000 in annual sales increase.
- Implemented Sales Force across the business, eliminating legacy business systems and greatly Improving Individual Performance and managerial Information Transparency.

Campus EAI, Account Development Manager (November 2013 – September 2016)

Key Responsibilities:

- Leading a team of 4 members in end to end sales management for green field accounts (Hunter Role)
- Execute and implement business strategies on Enterprise Level
- Professionally demo the products & services to potential clients via web tools and iSeminars.
- Liaising with clients and Technical/Functional Team and flawlessly leading deployment, implementation and integration of different product lines including ERP's, Portals, Mobile apps and customized solutions across all platforms.
- Developing product-centric selling strategies and contribution to sales growth in the organization

- Conducting scheduled calls with assigned accounts on weekly/bi-weekly/monthly basis to provide and advance on future plans
- Efficiently planning and executing marketing activities such as webinars, press releases, promotional offers, etc. to increase the product sales
- Working closely with marketing team on Content for PR's, Blogs, Whitepaper, Spotlights etc.
- Planning the conferences and events in coordination with the Executive Management Team

Key Highlights:

- Successfully managed business closure worth \$2 million in FY 2014 and 2015
- Judiciously identified & successfully converted cold calls into hot leads/Opportunity via 1-on-1 sessions or iSeminars

American Express Service Centre India, Team Captain (October 2008 -October 2013)

Key Responsibilities:

- Significantly conceptualize & Implement diversification strategies & augment sales
- Organize various Training sessions for employee's skills Development, Enhance Product Knowledge
- Train and develop team members on American Express products and Merchant Services

Dell International Services, Subject Matter Expert (February 2006 – October 2008)

Key Responsibilities:

- Accountable for managing Product sales and ensuring achievement of Team targets
- Effectively support agents on the floor as an SME and close business with the client over the phone
- Took trainings to equip team members to efficiently handle sales & services of products

ACADEMICS

- **MBA**, (International Marketing), IP University
- **B Com**. Punjab University

PROFESSIONAL DEVELOPMENT

- Technical Email Writing Skill Course from British Library - 2015
- Software Marketing by using Tools (Sales Force,Hubspot, Quick Pivot, Eloqua, Aprimo) - 2016
- Digital Marketing course from DSIM (Delhi School of Internet Marketing) - 2017