

HITESH KUMAR SINGH

Business Development Manager

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ABOUT ME

Business Development Executive with a proven track record in driving revenue growth, building strong client relationships, and identifying new business opportunities. Adept at market research, lead generation, and negotiation to expand business reach and achieve company goals. Skilled in sales strategy, CRM management, and strategic partnerships, with a passion for delivering innovative solutions.

EDUCATION

EAST WEST INSTITUTE OF TECHNOLOGY

Information Science & Technology

2016–2019

IMPERIAL PUBLIC SCHOOL

PUC 2016 9CGPA

2016

SKILL

- Strong communication & negotiation skills
- Market research & competitor analysis
- Sales forecasting & pipeline management
- Lead generation & client acquisition
- CRM & relationship management
- Networking & Partnership Building

WORK EXPERIENCE

Scott International – BDE (Printing Department)

2019–NOW

- Identify potential customers in industries like publishing, packaging, advertising, and corporate sectors to sell printing services.
- Develop and implement sales strategies to achieve business targets and increase revenue.
- Build and maintain strong relationships with clients, ensuring repeat business and customer satisfaction.
- Prepare quotations, negotiate pricing, and close deals while maintaining profitability.

Book Fount – Social media content creator

2019
Internship

- Reviewed marketing trends and surveys to determine best way to promote content.
- Developing catalogues for the stylist
- Creating content boards and infographics which goes on websites.
- Worked with the brand called Lee and Wrangler

LANGUAGES

- Hindi
- Bhojpuri
- English
- Maithli
- Kannada

GRAPHIC TOOLS

- **PHOTOSHOP**
- **CORAL DRAW**
- **CANVA**
- **FIGMA**

STRENGTH

- | | | |
|------------|---------------|----------------|
| • Accuracy | • Disciplined | • Hard working |
| • Clarity | • Dedicated | • Flexible |
| • Patient | • Trustworthy | • Versatile |

DECLARATION

I hereby declare that all the above information is correct and accurate.