

ADITYAVIKRAM SINGH

Sr. BDM | SAAS, PAAS & Custom Solutions



Mumbai, Maharashtra, 410210



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Performance-oriented Sales Leader offering an exceptional record of achievement over 6 - year career. Tenacious manager with a strategic and analytical approach to solving problems, bringing in customers, and accomplishing profit targets. Talented in identifying and capitalizing on emerging market trends and revenue opportunities. Enthusiastic & eager to contribute to team success through hard work, attention to detail, and excellent organizational skills. Clear understanding of different sales tasks and training. Motivated to learn, grow and excel in IT industry.



Skills

New Business Development



Business Strategy



Business Analysis



Customer Relationship Management (CRM)



Requirements Analysis



Strategic Planning



Marketing



Key Account Management



Negotiation



Strategic Alliances



B2B, B2C, Complex Sales, Inside Sales, Enterprise Sales



Sales



Work History

2020-07 - 2020-09

Sr. Manager - Business Development

NowFloats, Reliance Industries Limited, MUMBAI, MAHARASHTRA

- Conducting Knowledge Sessions, Business Sync, and Brain Storming Session for team to increase revenue.

- Creating, Managing Sales & Revenue Funnel.
- Managing Key accounts and maintaining relationship with existing customers for longer sales cycle.
- Increased sales by educating prospects on benefits of products and services in comparison to competitors.
- Established relationships with key decision-makers within customer's organization to promote growth and retention.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Created reports and presentations detailing business development activities.
- Managed over 15 customers and 7 ISVs such as Lafarge Holcim, Vedanta, EESL, Dr Reddys, Religare, Ednerd, Venky's, Logicserve etc.

2016-10 - 2020-07

Regional Sales Manager

Micro Media Marketing Pvt. Ltd, MUMBAI, MAHARASHTRA

- Handling tie-ups with SMBs and Enterprises with SAAS, IoT, and ML products resulting in deeper penetration.
- Involved in business development activities by Implementing strategies created for further action plans, analytics, and reviews from customers.
- Training, handling and managing team of 35 plus members across west region by personal communication, motivation, continue monitoring for maximum performance in sales and marketing without performance pressure on team with need-based coaching and counseling and has managed to increase efficiency by 25% quarter by quarter basis.
- Creating sales funnel and pipeline for improving overall process and efficiency of sales cycle in west region.
- Assessed each location's individual and team performances, analyzing data trends to determine best methods to improve sales results.
- Gave benefit-oriented, polished presentations driving dramatic revenue growth across multiple sales channels.
- Understood and capitalized on industry trends to shape and enhance value-added solutions and strategies for new market developments.

2015-07 - 2016-09

Head of Sales

VED Computech Pvt. Ltd, MUMBAI, MAHARASHTRA

- Worked and handled SaaS products ranging from HMIS, ERP & MRP Solutions, Need Based Solutions, CMS etc.
- Drove optimization of client experience, surpassing corporate objectives, and delivering additional 30% business growth.
- Drove year-over-year business growth while leading sales operations, strategic vision, and long-range planning.
- Delivered Solutions for companies such as Schneider, Wockhardt, Electrosan etc.

2014-06 - 2015-08

Chief Technology Officer

UNB Solutions, MUMBAI, MAHARASHTRA

- Facilitated ongoing team development and growth through training and professional skills enhancement.
- Coordinated third-party vendors and client, IT teams to seamlessly deliver effective solutions.
- Supported current and emerging programs through interactions with high-level customers, business partners, and external vendors.
- Developed SaaS based CCM platform for companies such as IIFL, Motilal Oswal, Destimony, Angel Broking, ICICI Securities, HDFC Securities, SCHIL, etc. and managed to onboard 13 enterprises within 6 months.
- Lead & Supervised team of 23 comprising of 13 software developers and 10 sales personnel's.

2011-12 - 2012-01

Software Developer Intern

Reliance Industries Limited, MUMBAI, MAHARASHTRA

- Learned software engineering process improvements and best practices.
- Contributed to deployments by testing, debugging, and resolving issues for optimal results.
- Designed and developed reports using SQL server reporting services.
- Developed Source Automation Software for supply chain management of reliance petroleum.
- Managed to increase efficiency by 17.8%.

2010-03 - 2010-07

Software Developer Intern

GENOSOFT TECHNOLOGIES PRIVATE LIMITED, Bangalore, Karnataka

- Developed Extensive Bug Tracking System for UMIS.
- Managed to give centralized overview of development requests (including both bugs and improvements), and their state.
- Developed features such as reporting, work log, assigning, storage and retrieval.
- Managed to increase efficiency of college website by 45%.



2018-07 - Current

LLB: Law

Dr. Dy Patil College Of Law - Mumbai

- Contract LaW, CRPC, IPC, Labour Law, Criminal Law, Company Law

2011-07 - 2014-05

B. E.: Computer Science Engineering

Manipal Institute Of Technology - Udupi, Karnataka

- Completed my computer science engineering with cryptography and network security as a elective in 3rd year and Data mining in 4th year.
- My final year project was based on IEEE paper i.e. Reversible data hiding with optimal value transfer using C#.

2008-06 - 2011-05

Diploma: Computer Science

PES University - Bengaluru

2003-04 - 2008-05

SSC

Kendriya Vidyalaya ONGC - Mumbai



Accomplishments

- Winner - 1st National Moot Justice Shivraj V. Patil (15th feb 2020)
- Winner - Best Speaker and runner up in INTRA state debate - 2020.
- **Best Youth Parliamentarian - As Narendra Modi** - Dy Patil College of Law.
- **Winner - Turn Court (State Level)** - Dr. Dy Patil College of Law.
- Winner of Maharashtra state elocution held in May 2019.



Certifications

2018-01	StartUp India Learning Program Li. No - 11164018
2016-05	Introduction to Software Product Management University of alberta Li. No - SYLHYQKVEU8M
2016-03	Financial Markets Yale University Li. No - 562VUZ87GVS5
2016-08	Google Analytics Individual Qualification(IQ) Li. No 4614945798
2017-08	Google AdWords certified



Background

- D.O.B. - 29/03/1993
- Mother : Mrs. Sangita Ashok Singh | B.A. & M.A. | Home Maker
- Father : Mr. Ashok Kumar Singh | Civil Engineer & MBA | Business
- Brother : Mr Abhishek Singh | Mechanical Engineer | RSM - Italian Company
- Grand Father : Late Mr. Sant Prasad Singh | BA LLB | Principal
- Grandmother : Mrs. Kevala Devi Singh | Home Maker
- Native: Jaunpur - Uttar Pradesh
- Blood Group: AB +



Languages

English	■■■■■
Hindi	■■■■■
Marathi	■■■■■
Kannada	■■■■■



Affiliations

- Trustee of Global Trust Foundation and Conducted 4 drives of donation through out COVID - Period by collecting donations of more than 7 lakh rupees.
- Gave Ration and basic necessities up-to 2 months for more than 2000 people.
- Partnered with Children's NGO to provide cloths, books and food in areas such as Nasik, Beed etc.



Interests

Reading, Painting and Music

Cricket, F1, Moto Gp, Snooker and Chess

Travelling