




# Ramkripal Singh

Sales Executive

 Bengaluru

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 ramkripalsinghssrk@gmail.com

## EXPERTISE

- Microsoft Office
- Marketing Management
- Communication skill
- Negotiation skill
- Customer Relationship Management
- Sales Management
- Problem Solving Ability
- Adaptability
- Critical thinking
- Teamwork
- Presentation Skill
- Territory Management
- Teamwork and Collaboration
- Decision Making

## EDUCATION

**Integrated MBA- Marketing**  
Babu Banarasi Das University,  
Lucknow  
Jul 2020 – Dec 2024

**12th**  
Central Public school,  
Azamgarh  
2018 – 2020

## CERTIFICATION

**Digital Marketing**  
From Internshala

## PROFILE

Dynamic and results-driven MBA Marketing professional with a strong foundation in market research, brand management, sales strategy, and customer relationship management. Skilled in developing and executing marketing campaigns, identifying new business opportunities, and driving revenue growth. Adept at analyzing market trends, consumer behavior, and competitive landscapes to formulate data-driven strategies.

## PROFESSIONAL EXPERIENCE

**Sales And Marketing Executive**Sep2024 - Current

Nuhome Furnishing, Bengaluru

- Develop and maintain strong dealer relationships to enhance business growth and customer retention.
- Arranging dealer meets, interactions with Architects, Interior Decorators & related consultants for brand building & business development.
- Identify and onboard new dealers to expand market reach.
- Drive album and roll sales, ensuring product availability and maximizing sales performance.
- Manage payment collection, ensuring timely transactions and resolving financial discrepancies.
- Assist in market research and surveys to analyse industry trends, competitor activities, and customer preferences.
- Collaborate with internal teams to enhance customer satisfaction, sales efficiency, and operational effectiveness.

**Business Development Associate**Jul 2023 - Sep 2023

Certybox, Lucknow (2-month internship)

- Conducted cold calling to generate leads and convert working professionals into enrolled students.
- Effectively sold professional courses by understanding client needs and presenting tailored solutions.
- Created personalized email content to target specific clients, improving response rates and conversions.
- Maintained a strong sales pipeline, ensuring consistent follow-ups and relationship-building.