

SOMANSH

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PROFESSIONAL SUMMARY

- Skilled and dedicated As **BUSINESS DEVELOPMENT MANAGER** (USA VERTICAL) have worked in INDIA Or at INTERNATIONAL LEVEL is responsible for regularly supporting / reporting **Sales Head** and ensuring operational activities run smoothly and efficiently by providing leadership, training, and limited supervision within the Department.
- Flexible scheduling all the time availability including most of evening shift and on public holidays.

INDIA

WORKING EXPERIENCE

UNIZPORTAL PRIVATE LIMITED

(BUSINESS DEVELOPMENT MANAGER) Heading USA Vertical in Haryana **15/12/2023 – TILL**

- **B2B MEETINGS**
- **ON-BOARD NEW AGENCIES**
- To Promote this virtual portal that has been conceptualized to connect students aspiring to enhance their education abroad with the most prestigious universities in USA with immigration consultants that are best suited to cater to their specific needs.
- Insist to Install Mobile App and customized the process of searching relevant information Or Provide Training to Staff.
- Attend Seminars & Guide Students Or attendees who came for Career Counseling.
- Help Agents for proper file submission Or work between admission team and agencies, solve their problems.

JUST DIAL LIMITED

(SALES - CERTIFIED INTERNET CONSULTANT) **27/02/2021 – 27/11/2023**

- Meet commercial establishments those are located within Karnal Location.
- Fill up B-Form; create, edit their business profile & give proper presentation regarding Just dial business promotions.
- Send Key Parameter Monitor (KPM) report to the reporting managers on a daily basis.
- Submit the contracts to the office with proper documentation.
- Ensure that the contract cheque is cleared and the account of the client is activated within Just dial.
- Adhere to the compliance and policies set by the department
- Lead Sales team and meeting with clients for finally close the deal

SINGAPORE

ISLAND RECOVERY PTE LTD. (SINGAPORE)

(ASSISTANT OPERATIONS MANAGER) 04/01/2017 – 14/02/2020

- Through knowledge deep hands-on towing and automotive experience
- Dispatch to Crew exact location and Responsible for **KPI**
- Excellent Communications record on **Walkie-Talkie**
- Strong ability to apply emergency road service procedures and policies
- Good ability to obtain Customers information and answer **Customers questions**
- Solid ability to fill out and maintain service records on a consistent basis

LAND TRANSPORT AUTHORITY (ITS CENTER) - Intelligent Transport Systems Centre)

(OPERATIONAL OFFICER) 04/01/2014 - 03/01/2017

- Scheduled and dispatched workers, work crews, equipment and service vehicles to designated locations.
- Operate Cameras and managed to locate crew at appropriate incident nearby location within **EXPRESSWAY**.
- Arranged for necessary repairs to restore service and schedules.
- Conferred with customers and supervising personnel to respond to questions, problems and requests for service and equipment.
- Developed daily work and run schedules.
- Received and prepared work orders. B
- Supervised staff and equipment location J ns and ensured coordination of services timely.
- Maintained My Team KPI (**Key Performance Indicator**) and dispatch information.
- Determined and provided suitable quantity of equipment, vehicles, supplies and workers required.
- Recommended staff to resolve traffic problems.

AUTOSWIFT RECOVERY PTE LTD. (A Wholly Subsidiary Company of AA SINGAPORE)

(EMAS PATROL OFFICER) 06/12/2011 - 03/01/2014

AA SINGAPORE (Automobile Association of Singapore)

(SERVICE TECHNICIAN) **03/01/2011** - 06/12/2011

- Ensured safety and cleanliness of all company trucks and other vehicles on a regular basis.
- Performed all towing and transport duties as assigned by dispatcher and management.
- Informed dispatcher and management of any on-the-job problems.

EDUCATION

- **High School 10th & 12th** from Jawahar Navodaya Vidyalaya (J.N.V) **2003**
- **Bachelor in Arts** (Kurukshetra University, KUK) **2008**
- **MBA (IB)** from GJU Hissar (HR) **2010** (Received **SIX MONTHS** Training / Internship certificate From **SHEENLAC PAINTS LIMITED**)

SHEENLAC PAINTS LIMITED (MBA INTERNSHIP FOR 6 MONTHS)
(SALES OFFICER) 15/06/2010 - 15/12/2010

- Marketing operations under the supervision of a marketing manager.
- Main duties include preparing proposals, hosting events, and researching marketing trends.
- Assist with daily administrative duties.
- Design and present new social media campaign ideas.
- Monitor all social media platforms for trending news, ideas, and feedback.
- Prepare detailed promotional presentations.
- Research and evaluate competitor marketing and digital content.
- Contribute to the creation of mock-ups, email campaigns, and social media content.

HOBBIES

- National Level **KABBADI** Player (**Under 19 team** JNV Samiti Vidyalaya Inter-School Games, India in **2003**)
- Travelling (Villages, Cities, Indian States & Overseas)

ADDITIONAL SKILLS

- Expert In MS Suit (Word, Excel, PowerPoint)
- WPM: **70**
- Basic Knowledge of Digital Marketing, Web/App Development and Designing.
- BUILD UP_ SBT MMC - MARKETING MANAGER CONCEPT: The "Complete Sales Closure" Building up Phases and its Intensive Strategy to close the sales.

DATED: 14/09/2024

SIGNATURE: SOMANSH