

SIDDHARTH SINGH

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PERSONAL STATEMENT

A PGPM graduate with a specialization in operations & Marketing management, committed to drive organizational success through strategic process improvements and efficiency enhancements. Possesses key business acumen and polished communication skills for maintaining and building relationships with stakeholders by focusing on teamwork to optimize operational performance. Leverages expertise in process optimization, supply chain management, and data-driven strategies to drive impactful results and foster operational excellence in the dynamic world of operations management.

CAREER HISTORY

Prashant Logistics, Mumbai, Maharashtra – Senior Marketing & Partnership Manager (February 2024 – Present)

- Secured tower crane rentals for major construction companies in Mumbai, including Lodha, Raheja, Sapoorji Pallonji, and Adani.
- Developed and implemented sales strategies to drive revenue growth and market share expansion.
- Conducted in-depth market research to identify and target potential clients.
- Proactively scheduled and conducted meetings with developers and contractors to present Prashant Logistics' crane rental services and negotiate contracts.
- Built strong, long-term relationships with key clients through effective communication and follow-up.
- Managed and motivated a team of sales representatives, providing coaching and guidance to achieve individual and team goals.
- Generated new leads through effective prospecting techniques and networking within the construction industry.
- Demonstrated exceptional time management and organizational skills, prioritizing tasks and deadlines efficiently.
- Maintained a strong work ethic and a proactive approach to achieving sales objectives..

Entice Beauty- Operation Manager, Mumbai, Maharashtra – Summer Internship – (FEB 2023 – MAY 2023)

- Utilized Management Information Systems (MIS), Enterprise Resource Planning (ERP) systems, and Salesforce (SFDC) to maintain comprehensive databases, track project progress, manage inventory, and generate reports. Managed resource allocation, process optimization, and performance analysis, leveraging these tools to support effective decisionmaking and drive operational excellence
- Managed inventory and reduced stock wastage by 15% through meticulous tracking and timely replenishment
- Assisted in streamlining operations by analyzing existing processes and suggesting improvements, resulting in a 20% increase in efficiency
- Collaborated with cross-functional teams to execute the project plan within the stipulated time, ensuring successful project completion.
- Conducted product briefings to ensure clear communication and understanding of offerings, optimizing operational alignment and process efficiency

Snapgrab Event Management Company-Operation And Marketing Mumbai, Maharashtra – (February 2018 – February 2022)

- Facilitated successful client acquisitions: Spearheaded the identification and onboarding of new clients, showcasing adept networking skills and strategic relationship-building to expand business partnerships effectively.
- Ensured seamless operational execution and customer fulfillment: Prioritized operational efficiency by managing last-minute changes and ensuring exceptional customer satisfaction, adeptly navigating evolving event dynamics to maintain high service standards.
- Orchestrated comprehensive event operations: Oversaw end-to-end event logistics, including manpower management, task delegation, and supervision, showcasing adept leadership and operational prowess to deliver flawless event execution and stakeholder satisfaction.

EDUCATION

PGPM Operations & Marketing : ICFAI Business School, Mumbai, India (2022 – 2024).

Bachelor's in Accounting & Finance : Kes Shroff College of Commerce and Arts(2019 – 2022).

H.S.C. : Nirmala College of Commerce & Arts- University of Mumbai, Mumbai, India (2017 – 2019).

S.S.C. St Xaviers High School- University of Mumbai, Mumbai, India (2016– 2017).

SKILLS, INTERESTS & EXTRACURRICULAR ACTIVITIES

Language: English, Hindi, Arabic

Technical Skills: Advanced Excel, Power B.I. (Basics), 6 Sigma, Project Management.

Interests: Chess, Powerlifting, Content Creation.