
Hameer Singh

Rajasthan | +91 9828590904 | hameersingh130@gmail.com

Experience

BCM Group Team Leader

Dec 2022 – March 2025
Pune, Maharashtra

- Market Research, Lead Generation, Acquiring new Clients from European Countries.
- Headed international business growth by identifying opportunities, building partnerships and managing the entire sales process from lead generation to closing deals.
- Maintaining documentation & keeping accurate records of clients database.
- Identified potential business clients and customers in international markets for exports.
- Negotiated contracts collaborated on sales and marketing strategy, business plans and pricing.
- Conduct daily team reporting & maintain records of team performance.
- Facilitate client meetings to ensure better closure & alignment for the team.
- Lead induction & training programs for new hires to ensure smooth onboarding.

Extra Marks Education India Pvt Ltd Business Development Executive

October 2021 – Nov 2022
Pune, Maharashtra

- Research and analyze customer requirements and present best solutions.
- Research key customer wants and needs.
- Communicate company products and services via calling and E-mail & also build relationships in order uncover prospect needs.
- Develop and maintain strategic long-term trusting relationships with high volume customers to accomplish high growth.
- Conducted market research to identify new opportunities and organized school campaigns to drive successful sales.
- Engaged target audience through counselling, pitched products, & ensured effective deal closure.

Remax V21 Realty Plus Trainee

June 2020 to July 2020
Pune, Maharashtra

- Cold calling
- Client Management
- Supported property site visits & explained features to customers

Education

International School of Management & Research

2019 - 2021

PGDM: Marketing

Pune, Maharashtra

JNVU

2015- 2018

Bachelor of Business Administration

Jodhpur, India

Skills

- Client Relationship Management
- Negotiation
- Customer Retention
- Problem Solving
- Problem Analysis

Languages

- English (Fluent)
- Hindi (Fluent)