

Atul Kumar Singh Chauhan

5/280 A-1, Issapur Colony, New Banna Devi, G T Road, Aligarh- 202001

Email: aksc111281@gmail.com **Mob:** +91 6395452707, 9582973219

Date: 18.11.2022

Name: Atul Kumar Singh Chauhan

Subject: Resume

Dear Sir/ Madam,

As highly skilled **Sales, Marketing & Technical Professional** with proven experience in building professional relationships, developing successful marketing & sales strategies, provide trainings to team members as well as clients in technical prospect. I believe my talents will enable me to excel as a **Manager** with your esteemed organization.

With more than 11+ **years** of combined experience promoting sales and managing fast-paced marketing operations, Training-modules, I have developed the types of skills that are particularly effective at satisfying customers, increasing customer relations, sales & revenues. In addition, working in Marketing, Sales and Trainings, I have also been part of an industry that understands that each sale is inherently critical component of a broader strategy for long term growth and steady gains in market share. As a result, I have the ability to promote sales, plan marketing strategies, design training-modules and provide trainings and delivering a sense of quality that sets the stage for long-term success.

Professional Qualification:

- ▯ Master of Computer Application (MCA), HNB Garhwal University, 2006.

Experience Summary:

- ▯ 2 Years Industrial experience as Software Developer in different organizations.
- ▯ 2 Years experience as “Center Manager” of Jetking Haridwar Learning Center in Education Sector.
- ▯ 4+ Years experience as Business Development Manager in IT- Sales (Software), Skill Development, Assessment, Career Counseling and Ecommerce (Retail).

Key Skills:

- ▯ Marketing & Sales, Team Handling, Customer Relations & Business Development
- ▯ Willing to travel and relocate.
- ▯ Good knowledge of MIS and Excell
- ▯ Certified trainer in **Enterpreunership Development and Life Skills** from NIESBUD.

I would be grateful for an interview to discuss the specific ways in which I could help your organization. Of course, you may contact me directly at anytime. Thank you for your consideration.

Sincerely,

Atul Kumar Singh Chauhan

Curriculum Vitae

Atul Kumar Singh Chauhan

Age: 40 Years

Email Id: aksc111281@gmail.com

Contact No.: +91 6395452707, 9582973219

OBJECTIVE:

My expertise, multilateral experience, exposure and professional dedication for a progressive, dynamic and challenging role; may contribute significantly and cause an effective role on the road of success for the esteemed organizations.

PROFILE:

A determined and focused professional with a wide variety of practical experience; gained over a number of experiences with high profiled national and multinational organizations.

1 year experience on Assessments.

2 years experience as **Software Engineer and IT Manager**, successfully designing, developing and deploying Web based applications and Web portals.

1 year and 7 months experience as **Center Manager**, deploying policies for sales, marketing and also lead management teams.

7+ years experience as **Manager (Marketing, Sales, Trainings & Customer Relations)**.

SUMMARY OF SKILLS:

- ▣ Excellent practical knowledge of project cycle management & networking.
- ▣ Proficiency in Projects' designing, planning and implementation.
- ▣ Excellent interpersonal (writing and verbal) communication skill.
- ▣ Good knowledge of MIS and very much proficient in generating day-to-day, weekly, monthly, annually reports (Sales, Marketing, Trainings etc.)
- ▣ Excellent knowledge of designing and deploying Web portals and application soft wares.
- ▣ Have good knowledge of Databases.

WORK EXPERIENCE:

Lafarge (India) Pvt. Ltd., Jojobera Cement Plant, Jamshedpur.

Designation: Trainee Software Engineer

Duration: January 2006-May 2006

Role: Here I have developed online **TA & DA Billing System** (named as “**Yatraa Vivaran**”) under the supervision of **Mr. S. S. Mitra (Finance Manager)** and **Mr. S. K. Roy (Sr. Software engineer and Database Administrator)**. First time I experienced Corporate working environment with this esteemed organization which overtook Tata Cement in 1997. Here I used ASP as front-end and Oracle 9i as back-end and successfully completed project in may 2006.

Planet E-com Solutions Pvt. Ltd., Punjabi Bagh, New Delhi.

Company Website- www.planetecom solutions.com

Designation: Software Engineer

Duration: February 2007- September 2007

Role: Here I worked on client site, a very much prestigious organization of **Indian Defence Ministry** called “**Defence Research & Development Organization (DRDO)**”. My responsibility was to maintain the website of DRDO (www.drdo.com), uploading the new tenders of different departments from DRDO, regular communication with different higher authorities of DRDO on behalf of Company.

Divine Group, Andheri (East), Mumbai.

Company Website- www.divinegroup.com

Designation: Sr. Software Engineer & IT Manager

Duration: September 2007- August 2008

Role: Here I developed many application softwares for use of Organization (Divine Payroll, Divine Polymer Account and many more). Also I had to consult Company on different Technical Issues. Preparing presentations and present them before clients was another task. Generating the monthly reports of sales and purchase.

Jetking Infotrain Ltd., Haridwar Center, Haridwar, Uttarakhand.

Designation: Center Manager

Duration: November 2007- June 2010

Role: Jetking has two products to sell JCHNP and JCHNE. Both courses are designed for students on Networking and Hardware. This organization runs franchisee business and Haridwar Center is a franchisee where we had a target to sell these courses and take admissions. Here my responsibility was to plan marketing strategies, implement them with marketing team of 10 members. Generate profitable schemes (**ATL and BTL activities**) to grow student strength. Over all control on Technical, Managerial and Marketing team of about 30 people. Also generate many kinds of reports to send them Head Office. Also provide trainings to students on market oriented technologies, beneficial for their placements. More than 750 students have passed and got placement in different organizations during my working period.

BuildnGuide Pvt. Ltd.

Designation: Manager (Business Development)

Duration: August 2012 – April 2015

Role: As BuildnGuide is an career counseling organization and also provide consultancy in admissions in professional courses. I was responsible there to Data Management and career counseling through calling and personal visits to the candidate place.

Random Merchant Enterprises

Duration: May 2015- April 2016

Description: As Build N Guide and Random Merchant Enterprises are unit of Khalsha Enterprises having its sister concerns (Khalsha Consultancy Services working as TP in Retail sector affiliated to **RASCI**, Test4India (Assessment Body), Gradezone (Assessment Body), Cerebro Infosystems Pvt Ltd and many others), I worked here for various vectors mentioned below:

Role:

- ☐ Selling of curtains online on various e-commerce portal **Paytm, Snapdeal, Flipkart, Shopclues** (Brand name THIWAS). Generate business through various Trading portals and field activities.
- ☐ Selling of Socks online on various e-commerce portal **Paytm, Snapdeal, Flipkart, Shopclues** (Brand name WHITE WAVE). Generate business through various Trading portals and field activities.
- ☐ Customization of Ecommerce platform under Cerebro Infosystem Pvt Ltd.
- ☐ Worked as **Assessor in Retail sector** (Code: 4453) under **Test4India**. I have taken assessments in Etah for **UPSDM** (185 candidates), in Bhubaneswar and Brahmpur for **DDU-GKY** (90 candidates), in Nagpur for **PMKVY** (36 candidates), in Nagarcoil and Thanjavur for **PMKVY** (90 candidates), in Panchkula for **PMKVY** (30 Candidates).
- ☐ Worked on **Talisa** panel to upload results of **UPSDM, NULM and PMKVY** assessments, adding new assessors, Create JIRA tickets for any issue, communicate with centers to conduct assessments etc. More than 100 assessments I have conducted successfully in his short period. Develop content for question papers in Hindi and English under Test4India.
- ☐ Maintain proper Assessment cycle successfully with proper reporting.
- ☐ Have knowledge of **Center Audit**.
- ☐ Conduct trainer's exam on **Mettle panel**.
- ☐ Conduct Assessors exam on **SkillExpress** for certification.
- ☐ Create franchisee centers for Khalsha Consultancy Services as TP in Retail in PMKVY 1.0.
- ☐ Develop online exam portal **Assessme.co.in** for online solution of assessments handling the team of 1 designer and 2 developers under Cerebro Infosystem Pvt Ltd.
- ☐ Have knowledge of **Government Tendering**.
- ☐ Can generate Assessor pool for various sectors.

Alliance Educare

Duration: November 2016- August 2017

Description: Deals in Skill Development project PMKVY as Center Manager. Here I handled team of 20 trainers, 6 Mobilizers and marketing team. Duties were to deal with NSDC and government bodies, look after every activity inside center, provide training to students on Enterpreunership Development and life skills, work in fields to achieve goals etc.

Role:

- ☐ Achieve target of 600 admissions in 3 months with the team of 6 Mobilizers in Retail, Hotel Management and Logistic courses.
- ☐ Do home to home counselling of students to take admissions in Ashram, Taimur Nagar, Sanjay Colony, Nehru Nagar, Sarai Junela, Hrishikesh Nagar and other nearby areas.

- ☐ Conduct Knopy activities, presentations to students in various government community centers by involving the local political leaders in these areas of Delhi and also in Vasundhara, Ghaziabad.
- ☐ Also provide placement counselling to students.
- ☐ Conduct center audit of Ashram and Vasundhara (Ghaziabad) centers.
- ☐ Manage team of 18 trainers, manage schedule of classes.
- ☐ Implement and manage biometric Attendance Systems on both centers as per NSDC guidelines.
- ☐ Deal with NSDC and various SSC for TOT, Course Materials, QPs and various other functions.
- Deal with NSDC and other government departments for previous payments and for running projects.

P M College of Education, Karsua, Aligarh

Duration: July 2019- August 2020

Description: Working as Assistant Head (BBA Department) and as faculty involved in teaching to BBA, BCA, BTC, B. Ed. and B. Com. students. Teaching subjects were Mathematics, Business Economics, ICT, Computer Fundamentals, Production Management, Operations Management etc.

Since September 2020, I started working freelance.

Platforms for those I am working as freelance:

Clickworker, Toloka, Quadrant Resource (For UHRS projects and working regularly.)

Remotasks (Image segmentation & annotation, Text labelling and various AI projects and working regularly.)

Appen, OneForma, Exordium (Hindi-Hindi Audio Transcription & Segmentation, Hindi Audio speech data collection, Search Relevance projects.)

EDUCATION:

Professional Qualification - I have done **Master of Computer Application (MCA)** from IMS, Dehradun affiliated to HNBSGarhwalUniversity in 2006 with Ist Division.

Basic Education-

- ☐ B.Sc. (Maths) from Dr. Bhim Rao Ambedkar University (formerly Agra University), Agra in 2003.
- ☐ SeniorSecondary School Certification (12th) from AligarhMuslimUniversity, Aligarh in 2000.
- ☐ Secondary School Certification (10th) from AligarhMuslimUniversity, Aligarh in 1996.

EXTRACURRICULAR ACTIVITIES:

- ☐ 3 months training on **SAP** from Multisoft, Noida.
- ☐ Level-1 training on **Cyber Security and Ethical Hacking** from Sedulity Solutions & Technologies, Delhi.
- ☐ Also organize seminars in colleges.

PERSONNEL DATA:

Citizenship- Indian

Date of Birth- 11.09.1981

Civil Status- Married

Gender- Male

Father's Name- Mr. Shashipal Singh Chauhan

Permanent Address- 5/280 A-1, Issapur Colony, New Banna Devi, G T Road, Aligarh- 202001

Mobile No.- +91 6395452707, 9582973219

Email Id- aksc111281@gmail.com

REFERENCES:

Available upon request.

(Here I declare that the above said information is true to the best of my knowledge.)

Date: 18.11.2022

(Atul Chauhan)