

Arunjeet Singh

Seasoned Sales Leader with Over 9 Years in Edtech & Curriculum|
Expert in Strategic Business Growth and B2B Sales | Proficient in SAAS
and Digital Learning Solutions"

534,Shivalik Enclave, ,Sec 127 ,Mohali,PB

+91-8591140004

arunjeets28@gmail.com



Work experience

Regional Sales Head

2023 - Present

Hitachi MGRM Net Ltd

- Spearhead sales and marketing initiatives for innovative e-governance solutions in education across Punjab & Haryana.
- Excel at strategizing and executing business development plans, fostering strong client relationships, and leading high-performing sales teams.

Regional Manager (4+ Years)

2019 - 2023

Next Education India Pvt. Ltd.

- Managed Books & Digital business expansion and led sales strategies across Punjab, Haryana, and NCR.
- Trained a nationwide team of 250 salespeople on SaaS & Curriculum products.
- **Key Project:** Led the development and launch of the "Next 360" curriculum, integrating premium books, ERP, and LMS. Next 360 Achieved ₹30 crores in sales in the first year, with ₹3 crores directly from managed regions.

Area Manager-Team (2+Years)

2017 - 2019

Next Education India Pvt. Ltd.

- Directed a sales team focused on achieving targets for digital classrooms, books, and ERP solutions, With a focus on expanding book business.
- Consistently overachieved sales targets, fostering a zero-business market into a highly productive area.

Business Development Manager (2 Years)

2015 - 2017

Next Education India Pvt. Ltd.

- Led sales of digital classrooms and curriculum solutions in Gurgaon and Rewari.
- Secured a major account with the RPS Group, involving approximately 350 classrooms.

Education

Master of Business Administration

2013 - 2015

Chandigarh University

First Division with Distinction

B.Com Professional

2010 - 2013

Punjabi University

First Division

Awards and Achievements

Performer of the year 2019

2018 - 2019

Next Education India Pvt. Ltd.

Performer of the year for Achieving Targets in all the categories like Digital classrooms, Books and ERP

Skills

Training Skills

Product Training to internal as well as external stakeholders

Presentation skills

Especially for Curriculum Product demonstration

Team Player

Achieving the team goals are more important than individual goals

Communication Skills

Good at verbal and written communication skills

Analytical Skills

Planning is the backbone of everything & Numbers are backbone of planning.

Process Oriented

I focus on following the process where ever applicable to run everything smoothly

Content Creation & Design

I excel in creating impactful content and designs that enhance client engagement and team effectiveness in sales.

Certifications

KPMG - Future Learning & development Programme - 2021
Skills:Employee Learning & Development

Google - Generative AI - 2024
Skills:Using AI for Presentations and Content Creation

Performer of the year 2018

2017 - 2018

Next Education India Pvt. Ltd.

Performer of the year with team for over achieving
Curriculum targets

Contribution towards Business Processes

2016 - 2017

Next Education India Pvt. Ltd.

Awarded for contributing in various Business Processes and adhering to the set processes.

Performer of the year 2017

2016 - 2017

Next Education India Pvt Ltd

For over achieving the sales targets for the product mix

Performer of the year 2016

2015 - 2016

Next Education India Pvt. Ltd.

Awarded with " Performer of the year -2015" for Over-Achieving the given targets
and Nurturing a "Zero business market" to most productive market for books .

Achiever of the year

2014 - 2015

Chandigarh University

For winning dozen of inter and int-era-university level competitions

Winner of "EntrePreneuria 2k14

2014 - 2015

Chandigarh University

It was a Business plan Competition.

Personal details

DOB: 28-10-1992
Age: 31
FatherName: Sarbjit Singh
Hobbies : Playing With AI | Content Creation | Graphic Designing | Interacting with People from different fields

DECLARATION

I hereby declare that the information furnished above is true to the best of my knowledge.

Signature: Arunjeet Singh

Place : Mohali

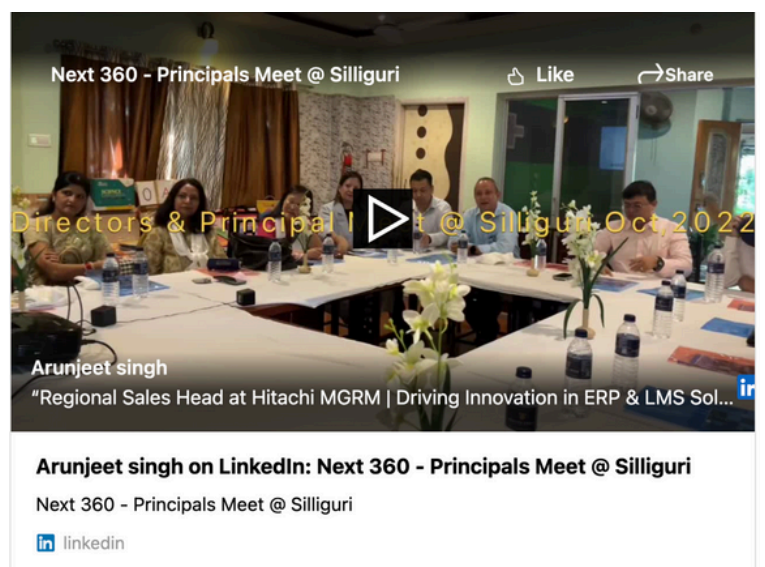
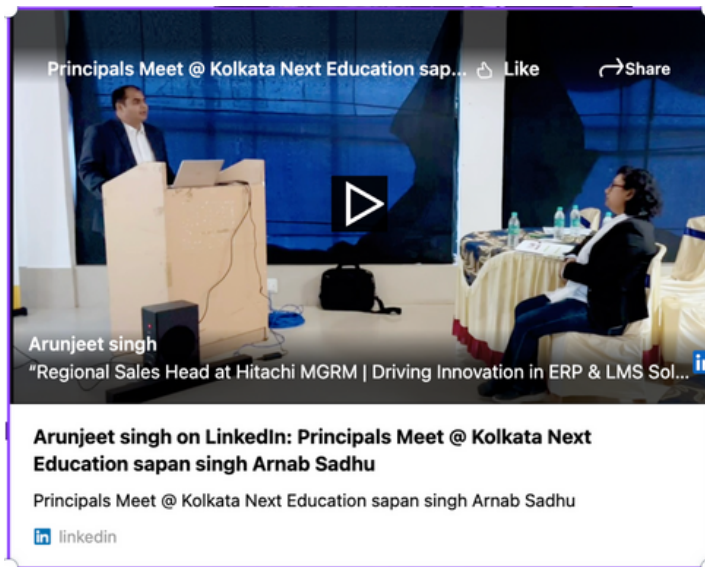
Date :23-04-2024

Eagle eye view of my Journey so far

Performer of the year Awards 2015-16,17,18



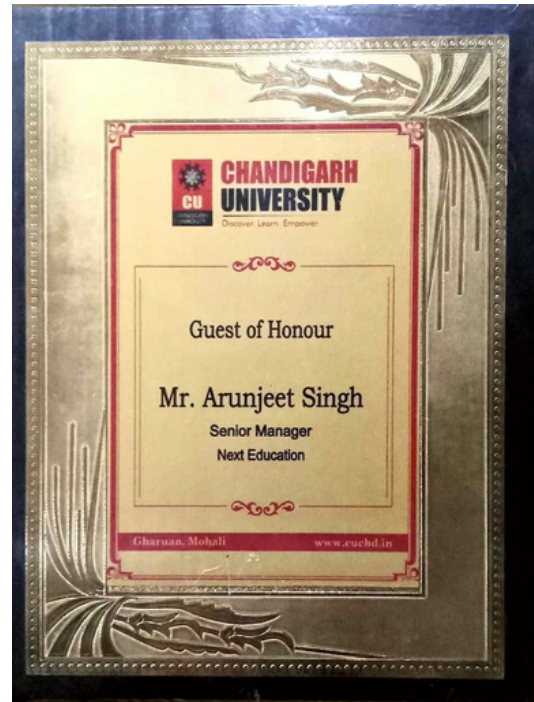
Conducting Principal Workshops



Moderating Principal Events



Conducted 10 Plus University Events



Trained more than 5000 plus teachers on various Products