

# **KANISHK SINGH**

**Address:** 1/90 Vinay Khand, Gomti Nagar, Lucknow, Uttar Pradesh

**Contact:** +91-8448466734, 0522 2393280; **Email:** [kanishkgcc@gmail.com](mailto:kanishkgcc@gmail.com) ; **DOB:** 31<sup>st</sup> January 1985

---

## **SALES/MARKETING PROFESSIONAL**

Seeking a challenging and rewarding opportunity with an organization of repute which recognizes and utilizes my true potential while nurturing my managerial and technical skills.

---

### **Work Expereince**

#### **Matrix Geo Solution**

##### **Asst General Manager (Govt. Sales)**

**April 2024 – Present**

- Meet sales target identified by upper management for Water and Urban sector for drone survey services.
  - Taking care of project execution and payment collection for the assigned sector.
  - Liaisoning with Govt official for new opportunities in assigned sector.
  - Managing Channel partners and ensuring timely business from them.
- 

#### **Scanpoint Geomatics Limited.**

##### **Manager Sales (Govt.Vertical)**

**Feb 2019 – September 2023**

#### **Roles and Responsibility**

##### ***Appreciation for best team player in Northern Region***

- *Responsible for driving sales and business development across all the ministries under the government of Uttar Pradesh*
  - *Lead generation and initial level discussion for identifying product requirement.*
  - Establish a professional, working and consultative relationship with system Integrators and technology companies and help in generating more revenue through them.
  - Analyzing latest marketing trends and tracking competitor's activities and providing valuable inputs for fine tuning sales and marketing strategies.
  - Developed relations with End Users, Directors, IAS officers/Decision makers and key stakeholders in the Govt. Dept.
-

**SISL Infotech Pvt Ltd.**  
**Manager Sales (Govt & Defense Vertical)**  
**Jan 2018 – Nov 2018**

**Roles and Responsibility**

- Single handedly spearheading operations and business development for ESRI softwares and services with an aim to accomplish desired plans and targeted goals successfully.
  - Meet sales target identified by upper management for ESRI services softwares.
  - Strategic account planning for both Govt. and Defense.
  - Account Management in Various Govt. accounts like ( DGIS, DGIT, DGDE, Ministry of Agriculture, NCMRWF, DRDO )
  - Inform the customers about the specific application of softwares.
  - Help develop new business through networking and follow-ups.
- 

**Viz Experts Pvt. Ltd.**  
**Manager Sales (Defense Vertical & Channel Sales)**  
**February 2016 – December 2017**

**Roles and Responsibility**

- Formulating and Ensuring Business plan to increase pipeline and create quarter on quarter predictability to business & accomplish Sales Target.
  - Selling GIS software ( GEOORBIS) and its modules on **DGS&D Rate Contract** to defense vertical.
  - Turnkey Solutions for Modernization of Ops room and Control room for Defense.
  - Key Accounts Management (DGIS, DGIT, DGMO).
  - Managing Channel partners and ensuring timely business from them.
- 

**Matrix-Geo Solutions Pvt Ltd**  
**Manager Business Development (GIS Services)**  
**August 2013 – December 2015**

**Award: - Rising Star Award for 2013-14 at Matrix-Geo Solutions**

**Roles and Responsibility:**

- Business Development for GIS Mapping services to Govt. Organizations (Urban Local Bodies).
  - Business Development for Mineral Exploration Services.
  - Handling the complete sales cycle.
  - Build Strong Relationship with Existing and Prospective Clients.
  - Gained practical understanding of mapping customer requirements and implementing strategies to achieve client satisfaction during various task.
  - Hands on experience in vendor management.
-

**RMSI Pvt. Ltd. (Exploration Consultancy Group)**

**Senior Executive Sales (Mining / Oil & Gas)**

**March 2012 – July 2013.**

**Award/ Promotions** – Got promoted to Snr Executive after completing 1 year of service at RMSI Pvt. Ltd.

**Roles and Responsibility:**

- Business Development for GIS and Remote sensing based Exploration Services for Oil and Gas and Mining Companies in India, Africa and South-East Asia.
- Generated Leads and had setup meetings for Reporting Manager through cold calls and emails in Africa and Indonesia.
- Possess the ability to conduct analysis to assess prevalent market environment, Made Go to Market Strategy for Indonesia, Mozambique and Tanzania.
- Keeping track on Indian companies planning to invest in Africa and also of Global Tender for mineral exploration
- Pending payment follow ups.

➤

**ACADEMIA**

- **MBA (Marketing & International Business)** ✎ Jaypee Business School CGPA 6.2 (out of 10) 65%.
- **B. Tech in Gas Engineering 2008** ✎ University of petroleum & Energy Studies; 2.15 (out of 4) CGPA 62%.
- **Higher Secondary 2003** ✎ Central Board of School Education; 59%.
- **Senior Secondary 2001** ✎ Central Board of School Education; 70.6%.

**Software Skills:**

<b><u>Operating System</u></b>	Windows
<b><u>Packages</u></b>	MS Excel/PowerPoint/Word

**Trainings Attended:**

<b><u>Organization</u></b>	SKN Bentex Limited
<b><u>Duration</u></b>	01 June'07 – 30 July'07
<b><u>Role</u></b>	Trainee (Technical)

<b><u>Organization</u></b>	Essar Oil Limited, Ahmedabad
----------------------------	------------------------------

<b><u>Duration</u></b>	May'11 – June'11
<b><u>Role</u></b>	Marketing Trainee

<b><u>Conferences:</u></b>	Attended 2 <sup>nd</sup> LNG Conference 2012 at New Delhi as delegate RMSI. Attended India Mining 2013 at Ahmedabad in as delegate Matrix Geo.
----------------------------	---

---

### **Projects Undertaken**

- On Alternate Fuels for Automotive Industry at SKN-Bentex Faridabad plant on major fuel supply prospects for the Automotive Industry.
- Completed a project on Designing and Fabricating a Model Hydraulic Gate Valve used in Drilling Processes (at B. Tech level).
- **Designing an Impressed Current Cathodic Protection system for a hypothetical 50 km pipeline of 30 inch outside diameter.**
- Successfully completed a Market Research on Trading Area Analysis of Narol to Bareja (NH8), Godhara Indore highway(NH59) to find best location for setting up **Essar oil retail outlet** and Understanding of ESSAR FRANCHISE MODEL and **NFR activities**.

### **Technical Skills**

Possess a sound knowledge of **Geological Mapping Software – Depthcon and Kingdom Suite at Norwest Energy**.

---

**Extra-Curricular Activities:** Actively participated in different events at College Sports meet and in various Quiz & Debate competitions at School & College level.

**References:** Available on request.