

## Mitendra Prabhat Singh

Phone: 9808865665

E-Mail: [mitendre@gmail.com](mailto:mitendre@gmail.com)

Address: 33 Maruti Estate Phase3rd Agra

### CAREER OBJECTIVE

To achieve a high degree of professional expertise, capability and attain professional enrichment by drawing the best out of myself and channelize it towards excellence in order to successfully contribute to organization in the field of Information Technology where I will be playing a vital role in the Software develop/Implementation process in the interest of my organization with the full dedication and achieve the respectable position at same level.

### ORGANISATIONAL EXPERIENCE

**ACPL (Ayushi Computers), Jaipur** (July '15 – Present)  
**Manager system Administration – Software Development/Implementation**

#### Key Result Areas:

- Responsible for Software development & Implementation of company Projects.
- Working with programmers for development & design.
- Drives regular, Management of Government Departments “one-to-one” meetings for the projects .
- Working with government department for NCMC(National Common Mobility Card).
- Working in coordination with product specialists for determining essential strategic approaches for Software's.
- SPOC for maintaining a smooth coordination and interaction between public & Government departments. .
- Up selling and maintaining relationship with existing clients
- Creating proposals, liaising with clients over phone to ascertain their requirements and determining the scope of the engagement and their readiness.
- Leading the follow-ups for Develop and orders processing.
- Working for the existing projects the smooth operations of daily basis.

**Travels IT Solutions Pvt Ltd, Lucknow** ( February'14 – July '15)  
**Team Leader- Software Implementation/Operations**

#### Key Result Areas:

- Collaboratively works with assigned Business Development Manager (outside )
- Develop an overall territory plan to maximize opportunities and projects.
- Achieve/exceeds monthly targets and gross profit by prospecting new customers and selling through strategic partners in territory.
- Managing daily schedule, meetings and agenda with region management and mangers.
- Performs other duties given by management.

**Navkar Solutions** (March'13 – Feb '15)  
**Region Supervisor- Software Services**

#### Key Result Areas:

- Capturing Client from Region market of Government departments.
- Generating leads by doing Cold calling, Email Campaign.
- Generating Business for a company.
- Maintaining the Projects of company.
- Best in dealing with Digital marketing services like Search Engine Optimization

### **Internship**

- 3 Months of Work Experience with Info seek Software Systems, Lucknow as a Software Engineer Trainee.
- 6 Months of Work Experience with Trimax IT Infrastructure, Mumbai as a Software Engineer Trainee.
- Major project on LIMS(Library Information Management System).
- Major project On ITMS(Intelligent Transport management system)
- Project for the software engineering at C-Net(Unit Of Eco tech Computers)
- Market Analysis to grow a database and filter potential for the upcoming technology.
- Providing clients to the management with prospective business leads for new projects.

### **PROFESSIONAL SYNOPSIS**

- An excellent performer in Data Analysis, Design, Decision Making and Presentation.
- Effective communication, interpersonal, analytical & team building skills with proficiency at grasping new concepts quickly and utilizing the same in a productive manner.
- Dedicated innovative and self- motivated team player; learned to value commitment and goal-setting, time bound and result oriented mission and initiatives.
- Software Skills: MS Office, Internet Application.  
Languages: -Basics of C, C++, Dot Net, SQL, Java, software engineering.
- Operating Systems: DOS, Windows Xp, 7,10, window server

### **QUALIFICATION**

- Pursuing Executive Development Program In Data Science and machine learning using R and Python from IIM Raipur
- Completed MCA ( Computer Applications) from SNU, Ranchi securing 71%.
- Completed B.C.A (Bachelor in Computer Applications) from Singhania University, Agra securing 64%.
- Completed Class XII from Rashtriya Inter College affiliated to UP Board securing 57%.
- Completed Class X from Milton Public School affiliated to CBSE securing 50%.

### **ACHIEVEMENTS / AWARDS**

- Represented inter school in (AVADH) Activists of voluntary action for development of Humanity trek/adventure programmed in Kumaon Hills, Uttaranchal.
- Represented inter school Kendriya vidyalaya sangathan under-19 Cricket event/championship national sports meet and team got 4<sup>th</sup> position.
- Represented inter school Kendriya vidyalaya sangathan under-19 Cricket event/championship Regional sports meet and team got 1st position
- Certificate of successful participation 5<sup>th</sup> National Science Olympiad.
- Represented inter school (CBSE) sports & games competition and team got 3<sup>rd</sup> position

### **PERSONAL DETAILS**

- Date of Birth: 05<sup>th</sup> September 1988
- Father's Name: Mr. Prem Pal Singh
- Mother's Name: Mrs. Prabha Singh
- Languages Spoken: English, Hindi
- Permanent Address: 33 Maruti Estate Phase3rd Bodla Shahganj Road Agra

### **DECLARATION**

I hereby declare that all the information provided by me in this application is factual and correct to the best of my knowledge and belief.

Date:

Mitendra Prabhat Singh