



## SHUBHAM SINGH

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 T-14/10, DLF Phase-III, Sector-24, Gurugram – 122002

 Date of Birth: 10 May 1996 |  Gender: Male |  Marital Status: Single

 Nationality: Indian |  Languages: English, Hindi

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## CAREER OBJECTIVE

To lead high-performing business development initiatives in the MEP industry by combining strategic thinking, team leadership, and deep technical expertise in fire safety and infrastructure projects. My goal is to drive revenue growth, expand market presence, and cultivate strong client relationships while mentoring teams toward excellence and execution.

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## EDUCATION

Degree	Institution	Board/University	Year
MBA (Marketing)	G.L. Bajaj Institute of Mgmt. & Research, Greater Noida	Dr. A.P.J. Abdul Kalam Technical University	2017
B.Sc.	Phoola Devi Chandradhar Mishra Mahavidyalaya	Dr. RML Avadh University	2015
12th	Shri Chandika Inter College, Pratapgarh	U.P. Board	2012
10th	Krishna Prasad Hindu Inter College, Pratapgarh	U.P. Board	2010

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## PROFESSIONAL EXPERIENCE

### **Ceasefire Industries Pvt. Ltd.**

*Cluster Manager – Sales | Fire Projects (Oct 2024 – Present)*

*Asst. Cluster Manager – Sales (Jun 2022 – Sep 2024)*

*Manager – Business Development (Jan 2022 – May 2022)*

- Managed end-to-end sales and project lifecycles of fire safety systems across North and Central India.

- Built strategic partnerships with architects, consultants, and contractors.
- Drove business growth through lead generation, offer submission, negotiation, order finalization, execution, billing, and payment collection.

**PVKS Corporations Pvt. Ltd.** (Tata Steel Nest-In Partner)

*Dy. Manager – Sales* (Apr 2021 – Jan 2022)

- Delivered modular steel structure solutions for residential and commercial applications.
- Handled client engagement, cost estimation, design finalization, and order execution.

**Netsol Water Solutions Pvt. Ltd.**

*Manager – Sales & Projects* (Mar 2019 – Mar 2021)

*Asst. Manager – Sales & Projects* (Dec 2016 – Feb 2019)

- Executed complete project lifecycles for water and wastewater treatment plants.
- Managed sales, procurement, design, billing, payment collection, and project handover for key infrastructure clients.

**Vodafone India Ltd.**

*Distributor Sales Executive* (Jun 2014 – Jul 2015)

- Managed prepaid/postpaid sales, channel partner coordination, and retail training.

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## KEY PROJECTS HANDLED

### Fire Safety & Protection Systems

- Executed Fire Hydrant and Sprinkler Systems for major clients such as Industrial Foam Pvt. Ltd., Soil Institute of Business Design, GMR Warora Energy Ltd., Indospace, Carbon Circle Pvt. Ltd., Adani Logistics Parks, Ishanvi Industrial Logistics Parks, and Asian Development Bank.
- Designed and implemented Gas Suppression and Hydrogen Detection Systems for Schneider Electric at Kuehne Nagel Warehouse, Chennai.
- Installed integrated Fire Detection, Alarm, and IP-based PA Systems for facilities such as Carbon Circle Pvt Ltd, and Soil School of Business Design.
- Deployed UL/FM-approved Diesel Engine Fire Pump Systems at Ishanvi Industrial Park (Punjab).
- Delivered HVWS and Foam Flooding Systems for IOCL Refinery, Autoliv India, Carbon Circle Pvt. Ltd., and DS Group.
- Completed full-scope fire safety installations for healthcare facilities including Sadguru Netra Chikitsalaya and Jankikund Chikitsalaya.

## Water & Wastewater Management

- Commissioned STPs: 12 MLD (Datia), 1.2 MLD each for NTPC Darlipalli and BRBCL, and a 120 KLD plant for GMR Warora.
- Executed external/internal water supply, drainage systems, and WTPs for clients including GMR Warora Energy Ltd., Prateek Edifice, IRIFM Hyderabad, and Wipro Ltd.

## Modular Infrastructure Projects (Nest-In)

- Delivered customized rooftop homes and farmhouses for Nestudio clients in Pune, Secunderabad, Raigad, and Bangalore.

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## TECHNICAL SKILLS

- MS Office | Email Drafting | Tally ERP 9.0
- Project Documentation & Costing Tools
- SMP Software | Proposal Writing

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## CORE STRENGTHS

- Leadership & Communication
- Client Relationship Management
- Strategic Thinking & Time Management
- Problem Solving & Team Collaboration
- Strong Negotiation & Execution

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## CERTIFICATIONS & TRAININGS

- SAP Business One (Kabeer Infotech)
- ProERP Training (Prostar Consulting)
- Digital Marketing Workshop (IIM Calcutta)
- Member, Fire & Security Association of India (Delhi Chapter)
- Industrial Visits: GMR, Mother Dairy, Yakult

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## ACHIEVEMENTS

- 3-Year Service Memento, Ceasefire Industries
- Ceasefire's Rising Star (Aug–Nov 2024), Breakthrough King (May, Jun, Oct 2024)

- Tata Steel Nest-In Awards: Smart Watch, JBL Speaker, Bag, Milton Bottle, XL Sales Challenge Winner
  - Skit Winner – GL Bajaj
  - Top Gun Sales Reward (iPod Nano) – Vodafone India
  - Best Sales Executive Award – Vodafone India
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## HOBBIES AND INTERESTS

- Participating in business networking events and knowledge-sharing platforms
  - Following emerging trends in infrastructure, fire safety, and project management
  - Exploring new cultures and geographies to broaden global business perspective
  - Engaging in continuous professional development through reading industry publications and case studies
  - Volunteering and contributing to team-building and leadership initiatives
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## PERSONAL DETAILS

- Father's Name: Mr. Uday Pratap Singh
  - Mother's Name: Mrs. Sheela Singh
  - Permanent Address: Vill – Loniya Mau, Post – Kishunganj, Town Area – Antu, Dist. – Pratapgarh, U.P. – 230503
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## DECLARATION

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

**Date:**

**Place:** Gurugram

*(Shubham Singh)*