

Prof. Rana Vikram Singh

Current Assignment: Deputy Director – Marketing & Biz Ops | TES Ventures | National Capital Region | India



Personal Summary

- Collectively 26+ years of Work Experience in handling different Products, Processes, Concepts & Services.
- Worked in the prominent sectors like Automobiles, Industrial Oils-Fuels-Lubricants, ITES-BPO Services, Agriculture & Professional Education.
- Held responsible positions in handling the diverse disciplines of Sales, Marketing, Business Development, Customer Service, Communications, Operations, Administration and Governance.
- Core Expertise are in the areas of Business Administration, Operations & Governance, Corporate Communication & Digital Footprint Management.
- Passionate about imparting Professional Skills to Students & Working Persons through Counselling, Consulting, Mentoring, Teaching & Training. Areas of interest are Education, Employability, Intrapreneurship & Entrepreneurship. Taught 'Business Communication' & 'Industrial Management'.
- Hobbies include Reading Books and Watching Movies. Interests consist of Meeting & Interacting with People, Listening to Soft Music and Writing Prose. Enthusiastic about practicing Candid Photography.
- Focus: Students

Key Skills

- Internal Communication, Branding and Digital Promotions
- International Affairs, Foreign Delegate Facilitations and Event Coordination
- Entrepreneurship, Intrapreneurship. Startup Initiatives and Incubation Centers
- Internal & External Branding through Public Relations, Social Networking & CSR Activities
- Operations, Student Welfare, Student Engagement Activities and Alumni Support & Services
- Academic Administration, Campus Governance and Infrastructural Facility Management
- Auto Retailing, Industrial Marketing, Direct & Indirect Sales and Business Development
- Business Communication, Customer Services and Customer Relation Management
- Career Counseling, Employability Training, Internships, Placements & Recruitments
- Teaching, Training, Coaching, Professing, Consulting & Mentoring along with L&D / T&D

Education

- Pursued Doctorate Program (PhD) - Aviation Management, UPES Dehradun, 2010-2017
- MBA – Marketing with 1st Division, Sikkim Manipal University, 2006
- B. Sc. (PCM) with 1st Division, CCS University, 1996

Entrepreneurship Ventures

- The Educationist: Since November 2003
- Pixels by Rana Vikram Singh: Since October 2011

Personal

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Self-Assessment

- A self-motivated and diligent professional with contagious entrepreneurial spirit.
- An effective communicator with high competency levels, exceptional analytical ability and capable of taking initiatives.
- Proficient trouble-shooter, solution provider, having unmatched exigency management skills.
- Effectual team player who is always prepared to mentor co-workers to achieve organizational objectives.

Awards & Honors

- National Students' Welfare Promotion Award 2018 for the Outstanding Contribution in the field of Tertiary Education.
- National Employability and Entrepreneurship Development Award 2018 for the Outstanding Contribution in the field of Skill Based Education.

Work Experience

- Sept 2018 - Present, Deputy Director - Marketing & Biz Ops, TES Ventures, National Capital Region India
- Oct 2017 - Sept 2018, Assistant Director - Student Affairs, SRM University, Amaravati, Andhra Pradesh
- March 2010 - Oct 2017, Senior Manager - Campus Affairs, UPES Dehradun
- Dec 2008 - Feb 2010, Manager - Training and Placements, Mangalayatan University, Aligarh-Noida
- Oct 2007 - Nov 2008, Deputy Manager - Placements, ICFAI Business School, Noida
- Oct 2004 - Sept 2007, Sr. Customer Care Executive, HCL Technologies Limited, Noida
- Nov 2003 - Oct 2004, Sr. Sales Consultant, Prime Honda Capital Cars Pvt. Limited, Ghaziabad-Delhi
- Dec 1999 - Oct 2003, Sales Office - Industrial Sales, Caltex Lubricants India Limited, New Delhi
- Oct 1998 - Dec 1999, Executive - Corporate Trainings, National Institute of Sales / NIS Sparta Limited, Ghaziabad Centre
- March 1990 - Sept 1998, Family Business - Punjab Seeds, Ghaziabad