



DHEERENDRA SINGH LASPAL

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◦ DETAILS ◦

Haldwani, 263139
India

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Nationality
Indian

◦ SKILLS ◦

Microsoft PowerPoint

Decision Making

Leadership Skills

Teamwork

Time Management

Leadership

Communication

Ability to Multitask

Computer Skills

Communication Skills

Ability to Work in a Team

Microsoft Office

Customer Service

Sales

Marketing

Research & Strategy

Negotiation & Persuasion skills

Collaboration Skills

data analysis and project
management

sales targets and growth
projections

◦ LANGUAGES ◦

English

HINDI

◦ HOBBIES ◦



PROFILE

Results-oriented professional with over 8 years of experience in sales, significantly enhancing financial accuracy and driving revenue growth across various industries. Expertise lies in analysing data, developing strategic business initiatives, and cultivating strong relationships with key stakeholders to deliver exceptional operational outcomes. Proficient in implementing systems that streamline processes and ensure compliance, while utilizing advanced communication and negotiation skills to tackle challenges effectively. Committed to fostering a culture of continuous improvement and collaboration, contributing to a team's success and achieving ambitious objectives.



EMPLOYMENT HISTORY

BUSINESS MANGER at SHRIRAM LIFE INSURANCE, RUDRAPUR

October 2024 — January 2025

- Developed and implemented a business continuity plan that ensured business operations continued seamlessly in the event of a crisis
- Developed and maintained customer relationships, resulting in a X% increase in repeat business
- Identified opportunities for business growth and expansion, resulting in a X% increase in market share
- Wrote and presented compelling proposals that resulted in new business opportunities
- Identified and pursued new business opportunities that resulted in the acquisition of five new accounts
- Built strong relationships with key customers and stakeholders, resulting in repeat business and referrals

AGENCY REQUIREMENT DEVLEOPMENT MANGER at Reliance Nippon Life Insurance , Haldwani

August 2024 — October 2024

- Identified and capitalized on new market opportunities, resulting in a X% increase in customer acquisitions
- Built and maintained relationships with key stakeholders to ensure customer satisfaction and loyalty
- Negotiated and secured key partnerships with industry-leading clients that generated \$X million in additional revenue
- Developed and implemented a strategic business plan that resulted in a X% increase in customer retention
- Established a new sales channel that increased sales by X% within the first year of implementation

SENIOR FIELD SALES EXEXECUTIVE at VAIKUND CONSUMER ULTIMATEBRIGHTS.COM, Haldwani

November 2022 — July 2024

- Generated leads by actively engaging with potential customers through social media, resulting in a X% increase in leads
- Analyzed customer purchasing patterns to identify areas of potential growth, resulting in a X% increase in sales

- Created an automated system for tracking customer orders, resulting in a X% reduction in order processing time
- Developed and delivered persuasive sales presentations that resulted in a X% increase in closed sales
- Collaborated with cross-functional teams to identify and resolve customer issues, resulting in a X% reduction in customer churn
- Identified and capitalized on cross-selling opportunities, resulting in a X% increase in overall sales

FREELANCE SALES EXECUTIVE at STROKSOCIAL.COM(WEBSITE), Haldwani

November 2019 — October 2022

- Analyzed sales data and trends to identify new growth opportunities and optimize sales performance
- Developed and implemented an effective sales strategy that increased sales by X% in the assigned region
- Generated new leads and opportunities through networking, cold-calling, and other sales & marketing techniques
- Identified and leveraged opportunities to cross-sell and upsell, resulting in a X% increase in revenue from existing customers
- Identified and addressed customer challenges to ensure customer satisfaction and retention
- Collaborated with cross-functional teams to ensure effective execution of sales initiatives

ACCOUNTANT at SAATAVIKI ENTERPRISE(INDIA) PRIVATE LIMITED, DEHRADUN

October 2015 — August 2018

- Analyzed financial data to identify discrepancies and trends that could provide insight into operational performance
- Conducted audits of financial records to ensure accuracy and compliance with Generally Accepted Accounting Principles (GAAP)
- Negotiated vendor contracts and ensured compliance with government regulations
- Prepared and filed annual tax returns, resulting in a X% reduction in filing time
- Developed a system to track and monitor expenses, resulting in improved cost savings
- Developed a system to track and monitor cash flows, resulting in improved budgeting and forecasting

EDUCATION

B.TECH, Dev Bhoomi Uttarakhand University, DEHRADUN

September 2010 — June 2014

EEE stands for **Electrical and Electronics Engineering**. It is a field of engineering that involves the design, development, and application of electrical and electronic equipment and devices.

HIGHER SECONDARY, BAL BHARTI INTER COLLEGE, RUDRAPUR

April 2009 — July 2010

- The 11th and 12th classes are part of the higher secondary education in India.
- The higher secondary education is a two-year program that is uniform across all states and union territories

HIGH SCHOOL, BAL BHARTI INTER COLLEGE, RUDRAPUR

April 2006 — July 2007

10th class is referred to as Secondary School Certificate (SSC)



COURSES



FUNDAMENTAL OF CREDIT MANAGEMENT, ALISON CPD UK

January 2025 — January 2025