

Subham Kumar Singh

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SUMMARY

Performance-driven leader with experience in sales, operations, process compliance, and team management, ensuring alignment with business objectives and regulatory norms. Recognized for mentoring front-line executives, streamlining workflows, and improving operational efficiency. Passionate about achieving business excellence through data-driven strategies, customer engagement, and effective cross-functional coordination.

WORK EXPERIENCE

August 2025-March 2026

Bajaj FinservLtd.

Deputy Manager- Lifestyle Finance (Sales)

- Built and maintained strong relationships with retail partners and dealer networks to ensure consistent business growth.
Tracked market trends, competitor activity, and consumer behavior and identified new business opportunities.
- Analyzed sales performance data to optimize strategy and improve conversion rates.
- Monitored sales performance and provided actionable insights to optimize operations and improve efficiency.
- Collaborated with cross-functional teams to implement process improvements and enhance customer satisfaction.
- Led and managed a team of front-line sales executives (FOS) to achieve monthly and quarterly targets across multiple product categories in lifestyle finance.
- Identified new business opportunities through market insights, customer feedback, and competitor analysis to expand the company's footprint.
- Tracked daily sales reports, analyzed conversion ratios, and shared data-driven insights with the sales head for business optimization. Strengthened leadership, problem-solving, and decision-making capabilities through direct sales and people management. Improved communication, negotiation.

EDUCATION

PostGraduationAmity University Ranchi Jharkhand
Masters Of Business Administration (MBA)

2023-2025

Graduation

Birla Institute Of Technology, Mesra, Ranchi, Jharkhand,
Bachelor Of Business Administration (BBA)

2020-2023

TECHNICAL SKILLS

- Ms-Office suite
- Basic Knowledge(Canva)

PROJECTS & RESEARCH WORK

- Conducted research on optimizing non-APS revenue streams, analyzing market trends, and formulating Strategies to increase bill mix by KPI Metrix at Pantaloons (ABFRL)
- Conducted research analyzing how fintech innovations affect traditional banking operations, customer experience, and financial inclusion. Collected data through surveys and secondary sources, highlighting fintech's role in driving digital transformation and efficiency in banking.

ACHIEVEMENTS

- Consistently achieved 100%+ sales targets across multiple product lines at Bajaj Finserv.
- Recognized for outstanding performance and leadership in driving partner satisfaction.
- Awarded Debutant of the Period in Arena (Bajaj Finance Ltd.) for exceeding performance expectations and delivering strong results within the first assignment cycle
- Successfully led a team of sales executives to meet and exceed quarterly sales targets.

LANGUAGES

- English
- Hindi