**Dr. Chandan Singh**

**Assistant Professor**

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Address – Street No. 6, Near Birla Railway Line, Shiv Colony, Bharhut Nagar, Satna(MP)

**Professional Objective**

Experienced Assistant professor with over 15 years in teaching Management Lessons with a vested interest in Marketing. Looking forward towards a role where I can utilize the skill-set I acquired while working in a high result-oriented culture to fulfil my own as well as Institutional goals.

**Academic Credentials**

* **Doctorate of Philosophy**
  + Research Topic: “Impact of customer relationship management in growth of cement industry in Vindhya region”
  + University- AKS University Satna (MP)
  + Awarded – March 2023
* **Master of Philosophy in management**
  + Research Topic: Exploratory study on labour welfare system with special reference to Satna Cement industry.
  + University- APS University Rewa (MP)
  + Year of Passing- 2015
  + Secured Marks- B grade 5.67
* **Masters in Business administration** 
  + Specialization- Marketing & HR
  + Institute – Aditya college of Technology & Science Sherganj, Satna (M.P)
  + Year of passing- 2014
  + Secured Marks – 76 %
* **Masters in English literature** 
  + Specialization – English literature
  + Institute - Government P.G College (Autonomous) Satna (M.P)
  + Year of passing -2011
  + Secured Marks – 45%
* **Bachelors of Commerce** 
  + University – APS University Rewa (M.P)
  + Institute –Government P.G College (Autonomous) Satna (M.P)
  + Year of passing – 2005
  + Secured Marks – 50 %
* **Higher Secondary Certificate in Commerce** 
  + Board – Board of Secondary Education (M.P)
  + School – Bonanza Convent Hr Sc School Satna (M.P)
  + Year of passing – 2002
  + Secured Marks – 52%
* **Senior Secondary Certificate**
  + Board – Board of Secondary Education (M.P)
  + School – Divine Public-School Panna (M.P)
  + Year of passing – 2000
  + Secured Marks – 52

**Professional Experience**

**AKS University, Satna**

Assistant Professor, Faculty of Management Studies, 2012-Present

As an Assistant Professor at the AKS University, Satna, I fulfilled my responsibilities as the Core Management Faculty and collaborated in the below activities:

* Delivering lessons and creating lesson plans for subjects such as Principles and Practices of Management, Business Legislation, Corporate Social Responsibility and Ethics, Marketing Management, Business Communication, Business Environment, Consumer Behaviour, Integrated Marketing Communication, Individual And Organizational Behaviour and Advertising and sales management.
* Conducting various Industrial Exposure and Training Sessions for the students
* Active participation in Student Enrichment and Placement Activities
* Guided students into Multiple National & International Conferences
* Mentored students into publishing their own Articles and Paper Publications

Counselling Head, 2012-Present

* Acted as Counselling head and drove admissions on a yearly basis since the foundation of the university
* Utilized marketing techniques such as cold calling, networking to make high number of conversions on physical walk-ins
* Administered and created core counselling practices and policies
* Actively involved with the marketing department to enhance admission process and marketing policies

**Rajeev Gandhi Group of Institutions, Satna**

Assistant Professor, 2008-2011

At the Rajeev Gandhi Group of Institution I fulfilled my responsibilities as an Assistant Professor in the Department of Pharmacy. Here my roles and responsibilities included:

* Delivering lessons and creating lesson plans for subjects such as Production Management, Pharmaceutical Industrial Management & Business Communication
* Other than above mentioned responsibilities I also acted as the Head Librarian, Cultural Head, Counselling Head & Marketing expert.

**Rajeev Gandhi College, Satna**

Assistant Professor, 2006-2008

* Fulfilled my duties as an Assistant Professor in the Department of Management
* My roles and responsibilities included creating and implementing lesson plan of subjects such as Business Communication, Production Management, Advertisement & Sales Management etc to the fullest of my abilities

Counselling In-charge

During my stint as an education counsellor at the Rajeev Gandhi College I fulfilled below responsibilities

* Counselling the students into taking admissions as per their qualification and career aspirations
* Travelling to multiple sites to conduct similar counselling sessions in job fairs and cultural events
* Creating and implementing ideas and strategies to ensure maximum walk-ins and admissions
* Creating a standardized procedure for all the counsellors and training them to maximize their efficiency

**Publications**

**Books**

* Principles and Practices of Management, Year 2002, ISBN: 9798885919166, Notion Publications
* Individual & Organizational Behaviour, Year 2002, ISBN: 9798886044674, Notion Publications
* Business Legislation & Ethics CSR, Year 2022, ISBN: 9798886068139, Notion Publications
* Developing Tourism Product, Year 2022, ISBN: 9798886060638, Notion Publications
* Organizational Behaviour, Year 2023, ISBN: 9798888698310, Notion Publications

**Research Papers**

* Published Paper on the title of Exploratory Study on Labour Welfare System with Special Reference to Satna Cement Industries. 4th International Conference on Science, Technology and Management [ ICSTM- 16] held on 15TH May 2016, ISBN:978- 81- 932074-3-2 Venue – India International Centre, New Delhi ISSN (0):2394- 1537Volume 05, Issue 05, May 2016.
* An International Research Paper has published on “A Study on Grievance Procedure of Birla Cement Satna MP” in International Journal of Management, Technology and Engineering ISSN NO or ISBN NO:2249-7455 in Volume IX first January 2019. PP 642 to 644.
* A Research Paper has published on “Problem Faced by Women Entrepreneurs in Satna City MP” of 2nd International Conference on Recent Development in Science, Humanities Institution of Engineers, Mumbai [India] held on 13th January 2019 ISBN:978-93-87793-63-7 PP 122 to 133.
* A Research Paper has published on “To Analyse the Challenges of Unregistered Start-up in Satna M.P of International Journal of Management, Technology and Engineering ISSN NO:2249-7455 Page number: 606 to 613 Volume IX, Issue 1st January 2019.
* A Research Paper has been published on “Analysing the Behaviour of Small Shopkeepers : A Comprehensive Study ” in International Journal Of All Research Education & Scientific Methods(IJARESM), ISSN: 2455-6211, Volume 11, Issue 6, June 2023
* A Research paper has been published on “Problem faced by Women In India for Entrepreneur” on International Peer Reviewed/Referred Multidisciplinary Journal (EIPRMJ), ISSN: 2319-5045 Volume 12, Issue 1, January-June, 2023

**Achievements**

* Awarded for my exemplary managerial demonstration and conduct during the 36th Inter University Central Zone Youth Festival 2022-23 AKSUTSAV.
* Coordinated the workshop on “Marketing 101” conducted by SheKunj.com
* Participated in Indian Institute of Information Technology & Management Gwalior NMEICT Sponsored Faculty Development Programme on E- Marketing at IIITM Gwalior 30 and 31 March 2013
* As an event coordinator of national seminar on “Emerging Trends and Application Herbal Technology” on 10th to 11th august 2013 behalf of MP council of Science & Technology, MPCST Bhopal
* As an event coordinator of national seminar “Recent Trends in Drugs Discovery and Research” behalf of AKS University Satna MP
* Participated in National of Technical Teachers Training and Research, Bhopal Ministry of Human Resources on Content Analysis 3 and 4 January, 2014
* National Workshop on SPSS and Statistical Data Analysis held on 8th and 9th February,2014 SPSS South Asia Pvt Ltd Bangalore.
* Active participation in digital marketing programme which was held on 3rd to 4th September 2015 behalf of AKS University Satna MP
* Active participation in international conference on “Exploring Trends and Practices in Information Technology and Management” which was held on 5th to 6th January 2015 behalf of Saint Aloysius College Jabalpur MP.
* Invited as a guest speaker in programme on Entrepreneurship awareness camp EDII Ahmedabad which was organised by AKS University Satna.
* Activeparticipation in one day national webinar on “Research E Plagiarism” behalf of Faculty of Management Studies which was organised by AKS University Satna MP on 25 June 2020.
* Activeparticipation in one day national webinar on “HR Analytics” behalf of Faculty of Management Studies which was organised by AKS University Satna MP on 26 June 2020.
* Activeparticipation in one day national webinar on “Emotional Intelligence” behalf of Faculty of Management Studies which was organised by AKS University Satna MP on 2 July 2020.
* Participated as a Coordinator in one day webinar “Leadership in Business” behalf of Faculty of Management Studies which was organised by AKS University Satna MP on 9 July 2020.
* Activeparticipation in one day national webinar on “Decentralized Economy and Swadeshi” behalf of Faculty of Management Studies which was organised by AKS University Satna MP on 10 July 2020.
* A chapter in book “Entrepreneurship” has been published in Omkareshwar Press OPC Noida 201301and ISBN Number is 9788194615354 in year 2020.