



NIKHIL PRATAP SINGH

CONTACT

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CORE SKILLS

- Government & Stakeholder Relations
- Enterprise & Consultative Sales
- GTM Strategy & Execution
- P&L Ownership
- Strategic Partnerships
- Team Building & Leadership
- CRM & Data-Driven Sales Ops
- Deal Structuring & Negotiation

INDUSTRIES

- Government & Public Sector
- Real Estate
- Technology & SaaS
- Food-Tech & E-commerce
- Hospitality & F&B
- Healthcare

EDUCATION

B.Com Hons.

Shaheed Bhagat Singh College, Delhi University — 2016

Senior Secondary

Delhi Public School, Greater Noida — 2013

LANGUAGES

English (Fluent)

Hindi (Fluent)

Strategic Business Development & Revenue Growth Leader

PROFILE

Strategic sales and business development leader with 10+ years scaling high-ticket, consultative sales across government, technology, and consumer sectors. Track record spans closing ₹100 Cr+ government initiatives, scaling a national tech platform's merchant base, and founding two revenue-generating ventures — united by a consistent focus on stakeholder trust, data-driven GTM execution, and P&L ownership. Adept at engaging C-suite and bureaucratic stakeholders, influencing policy, and building high-performing teams from the ground up.

WORK EXPERIENCE

Sr. Manager, Portfolio Strategist

2025 – Present

MoneyTree Realty

- Manage HNI/UHNI real estate portfolios across residential, commercial, and luxury assets, generating ₹15 Cr+ in transacted revenue through strategic investment structuring.
- Lead deal structuring and developer partnerships, applying market intelligence and risk assessment to identify high-return opportunities for clients.

Director North

Nov 2024 – 2025

Accuster Technologies Pvt Ltd

- Engaged directly with Chief Ministers, Principal Secretaries, and senior bureaucrats to pitch, align, and secure approvals for ₹10–100 Cr+ government initiatives.
- Spearheaded end-to-end delivery of high-impact projects and influenced policy frameworks, merging public impact with commercial viability and sustained funding.

Growth Manager

May 2022 – Nov 2023

Zomato Pvt. Ltd., Gurugram

- Onboarded 1,000+ merchants onto Zomato's platform, generating ₹1 Cr+ in monthly revenue through consultative upselling and merchant engagement.
- Built 100+ high-value partnerships and executed a market-specific growth plan for Chandni Chowk, improving merchant retention and regional revenue.

Co-Founder

Oct 2019 – 2025

Bark Street, Noida

Concurrent venture alongside full-time roles above

- Co-founded and scaled a pet-friendly café and community hub to ₹1 Cr+ in annual revenue and a 15,000+ member community, achieving 150% YoY engagement growth.
- Earned national media coverage (Times of India and others) and the Uttar Pradesh Innovation Leadership Award.

Owner

May 2018 – 2024

Giani's Franchise, Ghaziabad

Concurrent venture alongside full-time roles above

- Founded and scaled a franchise business to 100%+ of annual sales targets through tech-led sales, marketing, and operations.
- Implemented a CRM ecosystem and SEO/SEM-led digital marketing that improved retention, lead generation, and conversion rates.

Business Development Manager

2017 – 2018

DocOn, Delhi

- Onboarded a large portfolio of clinics and medical practitioners through consultative sales and product demonstrations.
- Recognized as Top Sales Performer within 3 months, earning the 'Best Sales Executive' award.

Manager

2016 – 2017

Bolde Research and Marketing, Delhi

- Led end-to-end client onboarding and relationship management, and contributed to investor relations, business modeling, and fundraising narratives alongside leadership.