

Spearheading A Technology And E-Commerce Revolution In The GCC

Dr. Tejinder Singh, founder of Q-tickets, has pioneered an e-commerce revolution, shifting with market dynamics towards a get-it-on-the-go model

Fraying into new geographies across the globe, Dr. Tejinder Singh has earned a reputation for revolutionary ideas. Having chosen to establish a business in an adverse marketplace, he has not only challenged traditional incumbents but also mapped out new opportunities for self-sustaining business enterprise. Today, he leads a workforce of over 1,500 people across five locations, who not only look up to him but also firmly believe in his vision.

Singh is a dynamic personality with over 25 years of experience in building futuristic solutions. A post-graduate of Delhi University, he is responsible for creating and leading the transformation of his ventures in e-commerce, ticketing, BPOs and media platforms, with audiences of millions.

He has numerous awards and accolades to his name following a career marked by many milestones. These include being named one of Forbes Middle East's Top Indian Executives for five consecutive years, and being awarded a Lifetime Achievement Award & CEO of the Year from the Global Knowledge Management Congress.

Over the years he has been instrumental in helping over 200 Middle East based companies move to outsourcing services, and he has established himself as an influential voice in the startup community across India and Middle East with his active participation in mentoring, advising and investing in startups. He chairs the Board of Entrepreneurs' Organization and IBPN Board.

Singh's idea for an online ticketing platform eventually shaped up into Q-tickets, which today is present across Singapore, India and Middle East. The platform is now a household name and a staple for millions to purchase tickets for movies, cultural events, sporting events, concerts and planning escapades. According to its founder, the platform has reportedly reached sales of more than 2.5 million tickets at a value of more \$45 million over the years.

Q-tickets' customer base includes users from more than 45 nationalities. Its offices provide full services support for marketing activities and support when it comes to ticket management. They go beyond ticketing to manage the experience in an arena, whatever the event, including food counters, wallets, marketing automation and proximity marketing through Wi-Fi. The integrated solution approach has built a solid reputation for them among their clientele.

"The technology space is a large and addressable market, offering not only convenience but smarter solutions for today's different problems," says Singh.

“We inherently strive to come up with solutions that ensure sustainable growth with the potential to increase the transaction size per customers over a period of time. My next big bet for investment would be transformation in the marketing technologies known to the GCC market.”

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