



## HARLEEN KAUR

### Address:

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### Phone:

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DOB: 18/05/1997

Father's Name: Harpreet Singh

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## Hobbies

Reading, Writing, Photography

## Languages

English  
Hindi  
Bengali  
Punjabi

## Objective

A vision with a mission to achieve excellence in every field I step in.

## Experience and Achievements

### Marketing Executive at Byjus – The Learning App: May 2017 to November 2020

- Successfully completed the Project DSSL – **Discovery School Super League (India's Biggest National Level Inter School Quiz Competition aired on Discovery Channel)** in **2017** as well as **2019**.
- **Added new clients** in the business as well as **revived old ones**.
- Managed and Supervised Clients of different cities of East India through **Telephonic Communication**.

### Academic Counselor at UpGrad Education: Bengaluru: December 2020 – May 2021

- B2C and B2B Sales.
- Counselling the learner about the USP of the University and UpGrad platform
- Always on a 100% and more target achievement being the top performer of the team and ranked 10th in PAN INDIA for week revenue generation.
- Involved in End-to-end sales.

### International Sales Manager & Account Manager (SAAS SALES) at LearnDesk: December 2021 – Till date

- SAAS Sales (B2B & B2B2C) for US, UK, Europe, Australia, Africa, South Korea + 56 Countries.
- Calling the prospects (Teachers/School/Content Creators/Authors/Coaches) globally, briefing them about the software, and signing them up for a demo.
- Account Management, Training, bootcamps, Customer Success.
- Helping Teachers (clients) make strategies to generate business with the software by giving zoom presentations of the software (demo) and thus, closing leads.
- Building a funnel and Closing leads through follow-up calls.
- Functioning as a product specialist as well and onboarding the paid leads.
- Meeting and overachieving weekly and monthly targets consecutively for more than 4 months.

## Education

🎓 **Bachelor of Arts: English Honor's –2017- 2020 from Calcutta University**

## Skill Highlights

- |                       |                        |
|-----------------------|------------------------|
| • Communication       | • Analytical           |
| • Software Sales      | • Presentation Skills  |
| • International Sales | • Business development |
| • Public Speaker      | • Marketing            |