

Career Statement

To Enhance my working capacities, professional skills and to work hard with full determination and dedication to achieve the organizational as well as personal goals. Seeking a role, that entrust me with responsibilities to the organization and provides me continuous learning opportunities to achieve the best.

Core Skills

- MS-Office
- CRM
- Quick Learner
- Result-oriented
- Revenue enhancement
- Sales Planning
- Client management

Career Summary

May 2020 - Present

Unacademy, India (KA)
Sr. Business Development Executive (B2C)

Outline

Selling the K-12 online learning product to the prospective customers, strengthen relationship with existing customers and exceed monthly targets from our team.

Key Responsibilities

- Prospecting the clients from initial phase to qualified phase and onboarding new learner's to plus platform through consultative approach.
- Building strong relationship with prospective learners.
- Providing after sales services to the learners.

Key Achievements

- Best performer in the team for consecutive three months.
- Surpassed the monthly target three months with an average of about 40 %.

June 2019 – April 2020

Flynote, India (KA)
Destination Expert (B2C)

Outline

Providing the best possible itinerary to the customer based on their travel desires; moreover, providing the end-to-end solution to the customer.

Key Responsibilities

- Research, explore and study different travel destination options.
- Suggest suitable travel options that best suites customer needs.
- Developing itineraries based on the customer requirements and suggesting of different promotion towards customer delight.
- Providing support to customer on booking travel tickets and hotel reservation.
- Provide on destination support to customers.

Key Achievements

- Top performer in the entire destination expert group two times in a row.
- Achieved about more than 85% of the monthly target in my entire career duration with Flynote.

June 2012 – June 2013

Bharat Engineering College, India (AP)
Lecturer

Outline

Teaching the specialization subject of 'Marketing management' to the second-year students of the Master's in Business Administration (MBA).

Jan 2011 – May 2012

**Aurora college of Engineering, India (AP)
Lecturer**

Outline

Teaching the core subject of 'Marketing management' to the first-year students of the Master's in Business Administration (MBA).

April 2009 – Dec 2010

**Baldwin Academy, India (Bihar)
Assistant HR**

Outline

Preparation of the payroll of the entire staff by consideration of their annual increments and compulsory deductions. Looking after the recruitment of the new staff and preparation of their offer and appointment letter.

Education & Qualifications

- **MBA**, with Major in Marketing and minor in HR - Skyline Business School, Gurgaon-2008

Languages

- English
- Hindi