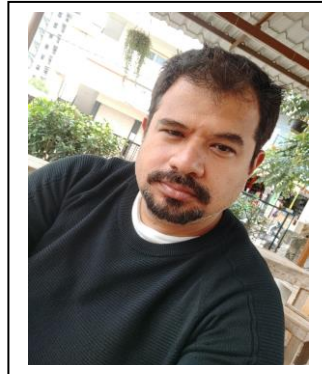


RESUME

Name: Abhijit Sinha.
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Location: Bangalore



Objective:

To work in the Education industry in a Sales & Business Development portfolio and be a part of the Senior Management team responsible for strategic decisions and revenue growth for the company.

Skills:

1. B2C/B2B/Inside sales
2. Corporate Training
3. Team Management.
4. Territory Management
5. Counseling
6. Presentation.

Profile Brief:

20+ years of Sales Experience in the Education Industry, Training Industry & Start-ups.

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- 1) 12 Years of experience in Business Development through selling training Solutions, and learning solutions to corporates, Universities, Colleges, & K-12 segments.
 - 2) 8 years of experience in B2C Segment & Inside sales, Team Management & corporate Training.
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Educational Qualification

- MA in Economics (Pursuing) (Distance Mode 2023 Onwards IGNOU)
- Certified Master Trainer (2022-2023) CTPD (Centre for Training & Professional Development)
- MBA (Sales & Marketing, HR) (2005-2007 Regular Full Time. IIPM (New Delhi)
- B-Pharma (1999-2003 Regular Full Time (Berhampur University)

Experience Detail:

GLA University (Noida) (1.2 Years)

Ranked #1 in UP amongst Best Private Universities in 2020 by Dainik Jagaran. Dainik Jagaran #4 Ranked #2 in UP & #7 in India amongst all private B-School. The University is among the best private universities in India. It's India's No.1 NAAC A+ Accredited

Location: Bangalore, Karnataka & Hyderabad

Department: Business Development & Sales

Designation: Assistant General Manager (South)

Duration: Feb -2024 to March 2025 (1.2 Years)

Role & Responsibilities:

1. Driving sales and generating revenue for the organization through partners across the territory.
2. Stay up-to-date with industry trends and best practices in channel development, conduct market research, and competitive analysis to identify emerging trends, opportunities, and potential risks in the market.
3. Coordinated with other departments, such as finance, operations, and logistics, to ensure smooth execution
4. Ensured channel partners' compliance with established standards and regulations.
5. Participated in events to promote online learning opportunities among diverse audiences.
6. Expanded assigned territory through strategic engagement and marketing efforts.
7. Identified potential partners, evaluated their capabilities, and negotiated contracts with them.
8. Coordinated sessions to educate channel partners about updates and new updates.
9. Analyzed sales data from multiple channels to identify trends and opportunities for improvement.
10. Developed and implemented channel sales network to drive business growth.
11. Evaluated channel sales data to identify performance trends. Monitored competitor activities within the market space to identify potential threats or opportunities.
12. Streamlined contract negotiations involving detailed pricing structures and collaborative revenue models.

REVA University (Bangalore)(5 Years & 8 Month)

REVA University was established under the REVA University Act, 2012. It is located in Bengaluru. REVA University RACE offers some of the best executive courses in Bangalore, specially designed to suit the needs of working professionals like you and help you grow in your career in emerging technologies like Analytics, cybersecurity, and management education.

Location: Bangalore, Karnataka
Department: Sales
Designation: Lead Sales & Business Development.
Duration: May -2018 to December 2023 (5 year 8 Months)

Role & Responsibilities & Achievement

1. Achieved a Revenue collection of 3 Cr in 2022-23 in MTech/MS/PGDM Programs.
2. Overall Placement of Participants in the Organization and successfully placed 150 participants with a High package of 15 lacs Plus.
3. Was promoted from the position of Sales Manager an Individual Contributor Role to Lead Sales, a team Head Role.
4. Team Management and Monitoring Performance for Sales & Business Development.
5. Creation of sales engine and database collection from organic sources and improve the number of such leads month on month by 10% with reports (Through Various offline activities like Events, seminars, meetups, etc.)
6. Developed corporate connects and created sales funnel and Placement.
7. Improvement of the sales process through the creation of **sales** dashboards, sales product Presentations & Lead Management systems.
8. Collection of revenue & Supporting Operations in terms of executing the services on time.
9. Developing online and offline marketing campaigns with the marketing team and executing the same.
10. Organized and executed MDP Leadership program for international professionals (Sri Lanka, Singapore and the Middle East).
11. Developing Various new partners and working with the to improve sales & revenue

Manipal Global Education Pvt Ltd (Bangalore)

Manipal ProLearn, a part of Manipal Global Education Services, offers a variety of professional certification programs across IT, Management and Finance domains. Carrying forward the Manipal legacy of over six decades in education, we help working professionals and students enhance their skills and fast-track their careers.

Role: Learner Acquisition, Channel sales, channel partner creation, Institutional sales, inside sales and training of counselors and database collection.

Location: Bangalore, Karnataka
Department: Marketing & Sales
Designation: Channel Sales Manager (Karnataka), M-3 Grade
Duration: Jan 2016 – April 2018 (2 years)

Achievement:

1. Acquired 20-plus channel partners and additionally added 2000-plus learners and a revenue target achievement of 80 Lacs
2. Have connections with 40-plus technical Institutions/colleges.
3. Launch of 8 new products in retail & channel. (Like Microsoft's presales program and analytics)
4. Handling a team of 40 inside sales team and 3 team leaders for all India sales.

Lodestar Career Guidance Pvt Ltd.(Bangalore)

Lodestar is India's first scientific career guidance program for Institutions. The program helps parents and children make a 'smart' career decision in a simple and easy way by using accurate data, highly evolved scientific decision-making tools. Our program offers exposure to over 250 exciting career options, expert guidance by trained specialists, individual attention to each child, and a complete final career plan at the end of the programme.

Location: Bangalore
Department: Marketing & Sales
Designation: Sales Consultant
Duration: Jan 2015 – Jan 2016 (1 Years)

Role:

B2B Sales, Key Account Management (KAM), sales counselling, database collection, marketing, inside sales.

Achievements:

1. Signed up 40 new schools (ICSE & CBSE) and delivered the career Counselling program in the Institution.
2. New territory development like Mysore, Mangalore & Tumkur.

3.5000-6000 directs marketing to target Audience & data base collection.

4.Developing Franchise Partner, Project delivery & operational support

5.Executed the great Indian career challenge event where 120 School participated and a data base of 10000 prospects collected.

Avigna Learning Academy (ACRI) Bangalore

ACRI-Avigna Research Institute is a part of Avigna Learning Academy –modeled on the line of some of the premier clinical research institute of India. ACRI is a training company specialized in Clinical Research training, which is exclusively focused on specialized Clinical Research for working professionals.

Location: Bangalore

Department: Marketing & Placement

Designation: Marketing Manager & Placement Manager

Duration: July 2010-Jan 2015 (5 Years)

Role: Centre Head, inside sales, Student acquisition, Team Handling, sales counselling, databases Collection, Event management, Institutional sales, Placement, Corporate Connect.

Achievement

Acquired 300-plus students for various courses in ACRI with a billing of 2.5 Cr.

1. Business Development & Institutional Sales. Corporate Tie-up for placement & training and placed more than 200 Students in the corporate.

2. Responsible for planning, guiding, coordinating& achieving the sales Target with the team for the achievement of the enrollment target. Enquiry generation across the region for prospecting & finally closing of sales.

3.Marketing communication Scheduling & Planning & implementation, Vendor management.

4.Has completed Placement of 200 Plus Participant across Bangalore.

Planman Consulting India Pvt. Ltd (PUNE & MUMBAI)

Planman Consulting is India's largest multi-interest consulting and business Services Corporation in Training & development. Lanman's consulting services are utilized by a number of Fortune 500 organizations.

Location: Pune & Mumbai
Designation: Asst Manager Sales
Duration: Feb 2007- March 2010(3 Years)

Role: Corporate sales, B2B, lead generation, proposal development, Training Delivery, Trainer Recruitment, P& L management.

Achievement:

Developed client base with companies like Tetrapak, Cognizant, Kpit Cummins, Geometric software solution & Defense Institute of Advanced Technologies (A ministry of defense, A govt of India enterprise) to name a few. Responsible for generating new clients and providing training solutions to corporate houses. The approach to providing training was experiential and consultative. Various functional training and behavioral training were delivered to the acquired clients.

...THE END...