



Julie Halam

Senior Academic Counselor



Professional Summary

Highly motivated Sales Associate and Career Advisor with extensive customer service and sales experience in B2C and B2B market, CRM software proficiency in Salesforce., Leadsquare and Zoho. Outgoing sales professional with track record of driving increased sales, improving buying experience, honing the skills of individuals with respect to their career and elevating company profile with target market.



Work History

2023-04 -
2025-04

Senior Academic Counselor

OC Academy, Bengaluru

- Developed strong client relationships through effective communication, understanding their needs, and providing tailored sales solutions.
- Collaborated with marketing team to develop targeted campaigns for specific products and services, resulting in increased lead generation.
- Successfully sold and marketed medical courses(UK fellowship programs, PG courses) to Healthcare professionals and students generating a revenue of 50 Lakhs/ month
- Counseled medical professionals for UK career pathways

2022-11 -
2023-04

Program Advisor

TIMES EDUTECH AND EVENTS LIMITED, Bengaluru, IN

- Assisted learners in selecting courses to align with interests and abilities.
- Answered learner's inquiries and resolved problems related to curriculum and course



Contact

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Skills

CRM Tools

Career planning

Team collaboration and leadership

Student records management

MS Office

Relationship development

Sales processes

Order management

Positive and upbeat



Languages

English



Bilingual or Proficient (C2)

Halam



Bilingual or Proficient (C2)

Hindi



Advanced (C1)

Bengali



Advanced (C1)

Assamese

prerequisites.

- Assessed customer needs and utilized suggestive selling techniques to drive sales.
- Met firm deadlines while applying results-driven and goal-oriented methodology to teaching initiatives.

2020-10 -
2022-11

Senior Business Development Executive

Unacademy, Bengaluru, Karnataka

- Solved customer challenges by conferring with them to evaluate purchase requirements and recommend best-fit company offerings.
- Consistently exceeded quotas through penetration of new accounts and boosted profits, applying proactive management strategies and enhancing sales training.
- Analyzed past sales data and team performance to develop realistic sales goals.

2019-05 -
2020-10

Career Advisor

Imarticus Learning, Bengaluru, Karnataka

- Evaluate the candidate's background and education in order to suggest the right course
- Generating revenue by taking the registration of candidates.
- Helping the candidates choose the right course by evaluating their skills and background

2018-08 -
2019-03

Executive - Sales

Schneider Electric, Bengaluru, Karnataka

- Individually handling a given retail market
- Frequent field visits
- Provide support and resolve the queries of retail market
- Conducting various meets in order to increase the sales revenue

2017-04 -
2018-05

Sales Development Manager

HDFC Standard Life Insurance, Bengaluru, Karnataka

- Handling sales under HDFC branch banking
- Provide customer support and achieving

branch target

- Frequent client visit and data collection for the branch



Education

2014-03 -

2015-04



PC BSC: Nursing

Oxford College Of Nursing - Bengaluru, Karnataka

2009-03 -

2013-04



GNM Nursing: Nursing

Universal Education Academy - Bengaluru,
Karnataka

2008-03 -

2009-04



ISC: Arts

Holy Cross School - Agartala, Tripura

2006-03 -

2007-04



TBSE: Science

St. Arnold's School - Ambassa, Tripura



Hobbies



- Watching Movies
- Travelling
- Cooking