

Gyandeep

Career Objective

Working in an Organisation where I can explore new avenues to Nurture my Skills, Learn and Grow as an asset and as an Individual. I desire to face new challenges, tough adversary so that I can apply my skill, hone it and thus make contribution coherent with Organisation's Objective.



Personal Info

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Experience

Nov 2021 to Present: Sr. BDA @ Scaler Academy

- Started working as Senior Business Development Associate (Inside Sales Specialist) at Scaler Academy
- IT Course Sales plus Career Counselling

Feb, 2021 – October 2021: BDA @ Lido Learning

- Started Working as BDA with Lido Learning, Team of Math's Cohort, Bengaluru.
- Inside Sales role along with Career Counselling



Skills

- B2B Marketing
- Business Process Improvement
- Strategic Thinking
- Communication skills
- Strategic Planning
- Leadership Skills
- Customer Management
- Exploring new avenues of business by conducting Meetings, Cold calling basis Database, leads or self-initiative & bringing in more business to the bank in line with targets.
- Managing a portfolio of 106 group of HNI (High net-worth Individuals). B2B and B2C role.
- Inside Sale plus outside sale with the help of Various Team leading Events



Software

- MS Excel Good
- MS Project Good
- MS Word Good
- SPSS Good
- Conducted successful sales and converted "The Chai Story" a 7 QSR Chain & "The Cubano Café" into Amul's customers. The estimated sales made was worth INR 17.76 Lakhs per annum.



Additional Activities

- IRDA Certification
- Former PDCA (Pune District Cricket Association) registered player



Education

IBS Business School, Hyderabad: 2017 - 2019

MBA (Marketing) CGPA-7.12

MIT, Pune: 2009 - 2013

B.Tech (Electrical) CGPA- 73.59%