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|  |  | summary  * Sales professional with 5 years of experience and a strong track record of exceeding quarterly sales quota. * Proven ability to communicate sales tactics and strategies to other professionals through effective presentation skills. * Effective inter-personal communication and good customer relations with emphasis on customer satisfaction. |
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|  |  | ExperienceTeam Leader – Sales, NIIT June ’13 – October ’15 Supervise and coordinate day to day operations of a team of 5 sales executives to optimize sales. The team plans and executes NIIT Bangalore’s outdoor marketing activities and also responsible for designing e-mail and SMS marketing campaigns   * Handle end to end sales and second level counseling to help in closing sales for team members * Supervise, direct and coordinate day to day operations to optimize sales * Review team members on a daily/weekly basis to ensure monthly goals are met. * Provide training to team members on sales process, counseling, products and sales strategies * Design e-mail and SMS marketing campaigns for lead generation * Plan outdoor marketing activities to ensure larger number of walk-ins * Create sales strategies and enhance existing customer sales through various customer retention programs * Promote NIIT’s products to existing and prospective customers through a relationship-based approach * Prepare presentations on Module wise for Sales (B2B and B2C) * Handle customer complaints and ensure customer satisfaction  Senior Academic Counselor, TALENTSPRINT Education Services February ’13 – May ‘13  * Counsel customers, Convert walk-ins to registration and handle the complete registration process, follow up activities of the entire team to ensure more registrations. * Manage the front office, prepare sales report, MIS and other required reports on a daily basis * Create sales presentations. * Plan and administer training seminars for courses * Ensure high level of satisfaction of batches through regular feedback and ensure student placements * Perform, maintain and monitor basic actions with in the business area, to ensure co-workers understand and contribute to the completion of basic actions. * Assist and make recommendations to execute and implement agreed upon actions to increase sales, improve conversion rate.  Senior Academic Counselor, Seed Infotech Ltd. September ’12 – January ‘13  * Counsel, convert Walk-ins to Registration and handle the complete registration process * Follow up activities of junior team members to ensure more registrations. * Manage the front office, prepare sales report, MIS and other required reports on a daily basis * Creating sales presentations * Plan and administer training seminars for Courses * Ensure high level of satisfaction of batches through regular feedback and ensure student placements * Conduct events within the center to build connect with students  Academic Counselor, NIIT Bangalore. August ’10 – August ‘12  * Counsel, Handle Registration, Follow up activities, Batch Scheduling and Batch Launches * Plan and administer training seminars for courses and arrange the required facilities * Handle all reporting documents related to training |
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|  |  | EducationBMS College for Women, Bangalore University. 2010 Bachelor of Business Management.BMS College for Women, Karnataka State Board. 2005 – 2007 PUCGovernment Girl’s High School, Srinivasapur, Kolar. 2005 SSLC |
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|  |  | Achievements  * Received E WOW award for several quarters for achieving the highest sales across the region. * Worked with clients such as Wipro, Future Group as part of IT corporate sales and achieved targets. * Faced ISO certification audits representing the team and responsible for getting NIIT Jayanagar center certified. * Faced audits successfully conducted by NIIT head office representing NIIT Jayanagar center.  Personal Details Date of Birth : 09-04-1990  Languages known : English, Kannada, Telugu |