RESUME - Akshay Dalvi

**Mobile:** 08087136076 **Email ID:** [akshaydalvi16@gmail.com](mailto:akshaydalvi16@gmail.com)

**Key Skills:**

Business Development & Strategic Planning, Application Funnel Management, TAT Assurance, B2B & B2C Strategy, Market Intelligence & Business Analysis, Team Leadership & People Management, Sales & Target Negotiation, Digital Marketing & Lead Generation, Admissions Counselling & International Education, Client Relationship Management, Visa Assistance & Student Support, Reporting & Quality Assurance, Event Planning & Execution, Business Planning & Forecasting.

**Work Experience:**

**Leap GEEBEE Education, Delhi**   
Senior Operations Manager  
June 2024 – Till Date

As a Senior Operations and Sales Manager at GEEBEE, my focus areas of working are:

* Monitored and supervised the Application Funnel and created strategic enhancement using modern tools like Power BI and Advanced Excel to generate performance analysis.
* Primarily responsible for university consortium promotion among channel partners.
* Visit to Key channel partners office and potential client’s office, handling and managing over 250 key channel partners and overseeing operations and sales for 1300+ partner associates.
* Managing operations and sales strategies for B2B and B2C channels providing comprehensive support for branches in Pan India and International destinations, Universities and Key Channel Partners.
* Spearheaded business growth through strategic initiatives and tailored business schemes targeting emerging and high-potential partners.
* Fostered and maintained strong relationships with universities and groups to ensure sustained collaboration and growth.
* Ensured high-quality service delivery, adherence to turnaround time (TAT) standards, and effective resolution of queries and escalations.
* Working with the Leadership to improve the conversion ratios and finding strategies to promote the new and existing products with market intelligence.
* Creating and analyzing performance growth reports for channel partners, universities and branches and subsequently derive the action plans.
* Responsible for intake planning, product launch and analysis, planning and execution of promotional activities, target setting and negotiations, team training, organizing conversion-focused events, and driving strategic initiatives to support business growth.

**Krishna Consultants Overseas Private Limited, Nagpur, Maharashtra**Senior Manager Operations and Sales  
February 2015 – May 2024

As a Senior Manager of Operations and Sales at KC, my focus areas of working were:

* Played a key role in shaping sales strategies and led the Pan India team at Krishna Consultants, executing sales plans in close collaboration with the Regional Manager/Director.
* Drove student enrolment targets across my portfolio of Channel Partners for all KC-affiliated universities and institutions, with a strong emphasis on partner relationship development and service excellence.
* Generated and delivered detailed business performance and market intelligence reports to conclude strategic decisions.
* Represented KC’s partner universities and institutions at education fairs, exhibitions, and student recruitment events.
* Maintained and developed the Channel Partner network, focusing on relationship depth, SLA compliance, and overall partner satisfaction.
* Monitored competitor activity to maintain sharp market awareness and adapt/modify the strategies accordingly.
* Promoted from Manager – Operations & Sales to Senior Manager – Operations & Sales in June 2022, taking charge of the entire Pan India region while supporting Regional Managers and Business Development Officers.
* Built and maintained strong relationships with students, universities, and partners, including schools and colleges, to ensure stakeholder alignment.
* Utilized digital marketing channels such as Facebook and Instagram to generate leads through live sessions, targeted posts, and engagement campaigns.
* Conducted ongoing training for partners via in-person visits, presentations, webinars, and digital materials to ensure product knowledge and engagement.
* Organized and led seminars at institutions as a part of student’s outreach including Mumbai University, Nashik University, JNTU, YCCE Nagpur, G.H. Raisoni Engineering College, Osmania University and various engineering and higher secondary colleges.
* Boosted business outcomes by negotiating incentive and bonus structures with agents and setting quarterly and annual enrolment targets for high-performing partners.

**Bajaj Super Pack, Bangalore, Karnataka**  
Assistant Regional Manager  
June 2014 – January 2015

As an Assistant Regional Manager based in Bangalore, I was primarily responsible for ensuring high-quality customer service and satisfaction.

* Facilitated contract signings with new clients across Bangalore, Tamil Nadu, and Kerala.
* Provided support and training to both new and existing clients to boost sales of fillers, while assisting key agents with promotional activities such as exhibitions and marketing initiatives.
* Developed and maintained a comprehensive reporting MIS for individual clients to track performance and market insights. Led the overall marketing strategy to efficiently deliver and distribute filler products.
* Actively generated new leads and promoted our products by participating in numerous expos in Gujarat (Surat), Maharashtra (Mumbai), and Tamil Nadu (Chennai)

**Additional Work Experiences/Internships -**

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| --- | --- | --- |
| **Company** | **Duration** | **Description** |
| Steel Authority of India Ltd. (SAIL), Bhilai, Chhattisgarh. | 2 weeks | Acquired foundational knowledge in steel manufacturing and the production of by-products such as TMT rods, billets, blooms, and rail tracks through various processes. |
| Mahindra Vehicle Manufacturers Ltd. Chakan, Pune. | 3 weeks | Gained insight into the assembly of various car components on an assembly line, including planning and designing the assembly process. Contributed to a project addressing roof liner issues for the Mahindra XUV 500. |
| Sunil Hi Tech Ltd. Koradi 3x660 MW Extension Project, Nagpur. | 6 months | Gained insights into the electricity generation process at a thermal power plant and the significance of quality control. Contributed to live project focused on boiler maintenance. |

**Educational Qualifications –**

|  |  |  |  |
| --- | --- | --- | --- |
| **Level of Study** | **School/College/University** | **Year of passing** | **%SGPA** |
| B.E. (Mechanical) | G.H. Raisoni College, Nagpur | 2014 | 9.2 CGPA |
| HSC (Electronics) | Shri Rajendra Jr. College, Nagpur | 2010 | 70% |
| SSC | Tejaswini Vidhya Mandir School, Nagpur | 2008 | 89.84% |

**COMPUTER AWARNESS:**

* MS office (Word /PowerPoint /Outlook /Excel)
* Power BI (Contact Management, CRM & Sales Dashboards, CRM Analytics)
* Sales Force (CRM, CRM & Sales Dashboards, Customer Management)
* KEKA (Complete Reporting of Team Members, with daily updates)
* Dashboard.AI (Complete report extract for the daily work, used for generating MIS)
* QANDLE (Monthly, Quarterly and Annual Reporting for Team and generating comparative performance reviews)

**Academic Computer Qualifications** - Certified machine design/stimulation courses- **CATIA** and **PROE**

**Additional Qualifications -** Certified Boxing Trainer and Acupressure Specialist.

**ACHIEVEMENTS:**

* **“Best Fresh Talent”** award for the year 2014 at Bajaj Super pack.
* **“Key Contributor”** award twice consecutively for the year 2015 and 2016 at KC.
* **“Agent Training”** certification for S.P. Jain College for the year 2015 at Dubai, UAE.
* **“Most Successful Counselor”** award by SHORELIGHT EDUCATION for the year 2016 at Chicago, USA.
* **“Most Successful Contributor”** award by INTO Group for the year 2017 at Florida, USA.
* “**Leading Global Recruiter”** award by Kaplan Group for the year 2024 at Boston, USA.

**EXTRA CURRICULAR ACTIVITIES:**

* Played Cricket for 7 years for “Vidarbha Cricket Association.”
* Played Kabaddi & Volleyball for Nagpur University.
* Practicing Boxing since past 14 years.
* Member of “Help Age India” an NGO working for orphans and elderly people.

**PERSONAL DETAILS: -**

* Date of birth :- 9th September, 1992
* Gender :- Male
* Marital Status :- Married
* Nationality :- Indian

**DECLARATION -** I hereby declare that the information furnished above is true to the best of my knowledge and belief.