

Gagandeep Singh

M: + 91 8130515552 | E: gagandeep.4477@gmail.com

Career objective:

To use my knowledge, skills and abilities in the organization that promotes learning, motivation, innovation and team work so as to trigger continuous growth of the organization and self.

Professional background and skills:

- Having over 7 years of experience in business development and operations in the service sector
- Attained skills in channelizing business associates managing the value chain profitably
- Have career move in challenging and product knowledge intensive education sector and have created multiple profit centers
- Faire experience in the franchising, policy implementation, network operations, and maintaining relationship with business associates and achieving organization goals
- Skilled in business promotion through ATL & BTL activities. Actively get involved in the ground level activities and roadshows
- Having flair of working in Metro as well as Upcountry markets
- Proficient in interpersonal skills, customer relations, communication on Telephone, E-mails, and personal meetings

Organizational Experience:

Asst. Manager- Education Development & Collections

(Idiscoveri Education Pvt. Ltd.)

- Role is to promote Idiscoveri Education Curriculum programs in Formal Schools across North India.
- Responsible to do franchise prospecting, identification of the location and also launch of different programs in centers.

- Imparting operations training, MIS collection and analysis, market and customer feedback, and also contributing product development by providing market Intel.
- Managing Parent orientation and books selling sessions in the beginning of every new launch.

Achievements:

- ✓ Have implemented XSEED Programmes in 2 Schools across North India and achieved the turnover of around 45 lakh.
- ✓ Have achieved over 1800 students enrolment in 6 Quarters.
- ✓ Keeping franchisee satisfaction levels high by diligently providing support and have been successful in providing sustainable solutions within the given timeframe.

Asst. Manager- Business Development & Operations

(Genius Bug Education & Learning Pvt. Ltd.)

October 2012-March 2014. | Location: Delhi

- Role is to promote Genius Bug preschool and afterschool programs through franchise network
- Responsible to do franchise prospecting, identification of the location and also launch of the centres
- Assisting business associates in student mobilization, local promotion activity and achieving enrolment targets
- Managing student kit logistics, marketing material design and distribution and optimizing cost of delivery
- Imparting operations training, MIS collection and analysis, market and customer feedback, and also contributing product development by providing market Intel.

Achievements:

- ✓ I have credit to setup over 25 franchise unit offers Preschool, Daycare, Mantel math, Vedic math and Footloose dance programs

- ✓ Have successfully conducted several road shows and achieved student enrolment targets every quarter
- ✓ Keeping franchisee satisfaction levels high by diligently providing support and have been mostly successful in providing sustainable solutions within the given timeframe
- ✓ Have implemented organization policies and achieved appreciation by all the stockholders

Sr. Associate Sales

(R. K. Global Shares & Securities Ltd.)

January 2009-September 2012 | Location: Delhi

- To divert investors from the traditional way of share trading to the on line share & commodity trading through R K GLOBAL ONLINE TRADING
- Conceptualizing and effectuating business plans with a view to penetrate new accounts and expand existing ones for a wide range of financial products / services.
- Profiling clients and advising them on the basis of Research and Market information
- Associating with prospective customers, assessing their needs and providing financial solutions.

Achievements:

- ✓ Conceptualizing and effectuating business plans with a view to penetrate new accounts and expand existing ones for a wide range of financial products / services.
- ✓ Profiling clients and advising them on the basis of Research and Market information.

Academics

- Attained Graduation Degree from Delhi University
- Proficient in MSO
- Can fluently speak and write Hindi & English

Personal:

DOB: December 13, 1987

Material Status: Married

(Gagandeep Singh)