**Shrey Chaudhary**

+91-9211243846 | shrey25102002@gmail.com

Motivated and goal-oriented individual with a passion for Marketing, Sales, and Entrepreneurship. Currently seeking to build expertise in sales and marketing.

Demonstrates strong communication, leadership, and interpersonal skills with a “never give up” attitude. Actively involved in volunteering and community development, showcasing a deep commitment to personal growth and giving back to society.

**EDUCATION**

* **Institute of Hotel Management (IHM), Ahmedabad -** *Graduation* | 2020 – 2023

**PROFESSIONAL EXPERIENCE**

**upGrad – TalentEdge  
*Academic Counsellor – Technical Courses* | May 2023 – March 2024**

* Advised prospective students on technical programs, including career pathways and opportunities.
* Customized information sessions for students and executives to match their specific learning and career needs.
* Facilitated alumni calls and interactions to provide real-world insights into program benefits and challenges.
* Managed a pipeline of leads and expanded the prospect database through both inbound and outbound sales activities.
* Drove sales revenue by generating leads, cross-selling programs, and effectively responding to queries.
* Provided feedback on call quality and sales trends to leadership for continuous improvement.

**Times Pro  
*Program Advisor (Sales) – AI Technical Programs* | April 2024 – June 2024**

* Guided potential students on the benefits and structure of AI technical programs.
* Pre-qualified leads and managed a database of prospective students to generate sales opportunities.
* Followed up on program milestones, documentation, timelines, and payment collection.
* Sold technical educational programs and ensured alignment between student interests and course offerings.
* Adhered to company processes to ensure efficient program delivery and lead management.

**Self Employed   
*Real Estate Sales* | November 2024 onwards**

* Collaborate with real estate developers to obtain detailed project information, including pricing, availability, and amenities.
* Build and maintain a pipeline of potential buyers through cold calling, referrals, and social media outreach.
* Conduct property viewings, address buyer queries, and provide guidance throughout the purchase process.
* Facilitate negotiations between developers and clients to ensure mutually beneficial deals.
* Stay updated on local real estate market trends to provide informed advice to clients and improve sales strategy.

**ADDITIONAL INFORMATION**

* **Languages**: Fluent in Hindi and English (Reading, Writing, and Speaking).
* Born on 25th October, 2002
* **Volunteering & Extracurricular Activities:**
  + Active member of “FROM EXTRA TO ENOUGH FOUNDATION”
  + Nominated Volunteer at the Art of Living Centre in Meerut.

**SKILLS**

* Effective Communication & Interpersonal Skills
* Leadership & Team Management
* Sales & Revenue Generation
* Lead Qualification & Management
* Problem-Solving & Critical Thinking
* Open to Learning & Adaptability
* "Never Give Up" Attitude