Amardeep Singh Chauhan

Team Lead

Data-driven and target-focused Team Lead with 1.5+ years in EdTech Sales, driving ₹20L + in monthly revenue. Proven record of achieving quotas, leading cross-functional sales teams, and leveraging CRM platforms like Zoho for high conversion and retention rates. Adept at building sales enablement processes, performance tracking, and pipeline management.

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WORK EXPERIENCE

Team Lead – EdTech Sales
Intellipaat Software Solutions Pvt. Ltd., Bangalore

02/2025 - Present

Achievements/Tasks

- Scale team from 2 to 10 members through targeted mentoring and performance management.
- Delegate and review lead buckets to ensure consistent target achievement.
- Mentor team members into leadership roles by coaching on people management and CRM best practices.
- Manage follow-up calls with senior decision-makers (8+ years' experience) to secure high-value deals.
- Drive outbound and inbound sales efforts to generate ₹35L+ revenue for four consecutive months.
- Streamlined payment workflows and supervised end-to-end financial transactions as a team lead, ensuring adherence to organizational and regulatory standards.

Business Development Executive (IC Role)
Intellipaat Software Solutions Pvt. Ltd., Bangalore

08/2024 - 02/2025

Achievements/Tasks

- Execute end-to-end sales cycles with proven productivity.
- Generated ₹70 lakhs in revenue during IC tenure in 12 months including ₹14 lakhs personal best.
- Engage 20-24 unique customers daily via consultative conversations to drive enrollments.
- Collaborate with peers by taking follow-ups and sharing pitch best practices.
- Secure a Pre-Placement Offer (PPO) and rapid promotion by outperforming internship targets.

PROJECTS

Apna Cart (08/2022)
- Domain: Web Application| Programming Languages: Swift, Javascript, C++
- Constructed an application to add items to your cart for a specific location.
- Utilized react skills.

Tic Tac Toe (Game) (12/2022)
- • Upgraded code to make the game error-free.
- Created HTML, CSS, JavaScript, and JSP pages for user interaction.

EDUCATION

B.Tech in Computer Science
Lovely professional University, Jalandhar

07/2020 - 07/2024   *8.2*

SKILLS

Cross-functional Collaboration	Revenue Forecasting & Sales Strategy
Escalation Handling & Conflict Resolution	KRA Planning & Performance Monitoring
Campaign & Lead Allocation Management	Training, Coaching & Team Development
Funnel Conversion Optimization	Upselling & Cross-selling Techniques
Zoho CRM	Google Sheets
MS Excel	Presentation
HTML	CSS
SQL	C++
Skill	

CERTIFICATIONS

DSA Training (06/2022 - 07/2022)

AI Ladder: Deploying AI in Your Enterprise – IBM (03/2023)

LANGUAGES

English	Hindi
Full Professional Proficiency	*Full Professional Proficiency*

ACHIEVEMENTS

Reached till 2nd round in Codathon conducted by Programming Pathshala.

Organizer at Ojaswi LPU – Coordinated events, managed crews, and ensured seamless execution through effective planning and stakeholder communication.