

# DINESH HIRANANDANI

+91 8742941586 | hiranandani.dinesh.dinesh7@gmail.com

Work Experience		
Collegesearch, Jaipur	<b>Senior Manager Alliances (Rajasthan Region)</b> <ul style="list-style-type: none"><li>Working closely with Universities and Colleges to help them get admissions across courses offered</li><li>Planning digital campaigns of the clients from end-to-end to generate response</li><li>Responsible for admissions and revenue generation of universities/colleges across Rajasthan region</li><li>Managing all the key accounts while acquiring new clients to increase base</li></ul>	1 year 11 months
GetMyUni (College Dekho), Jaipur	<b>Senior Manager – Business Development (Rajasthan Region)</b> <ul style="list-style-type: none"><li>Increasing the client base by building new accounts in Rajasthan Market through <b>digital advertisement</b> campaign sale</li><li>Suggesting inventories to new Universities and Colleges to get maximum leads via getmyuni website according to their needs</li><li>Devise strategies to increase the revenue generation from already existing accounts in Rajasthan Region</li><li>Analyzing response generated for the client via campaigns and make customizations as required for maximum profit</li></ul>	1 year 6 months
Infoedge India Ltd. (Shiksha.com), Jaipur	<b>Manager – Corporate Sales (Rajasthan Region)</b> <ul style="list-style-type: none"><li>Working closely with Universities and Colleges to help them in getting customized leads for admissions</li><li>Suggesting inventories to new Universities and Colleges to get maximum leads via shiksha.com website according to their needs</li><li>Managing various accounts to track the progress of campaigns and make changes as required for campaign success</li><li>Responsible for revenue generation of entire Rajasthan region</li></ul>	9 months
NDTV Bandbaajaa.com, Delhi	<b>Assistant Manager - Sales</b> <ul style="list-style-type: none"><li>Selling Premium listings and advertisements including <b>media and digital</b>, on Bandbaajaa.com</li><li>Developing a string sales funded by scheduling business meetings and phone calls on a daily basis</li><li>Responsible for acquiring right set of wedding vendors to ensure the maximum and smooth revenue, PAN India</li></ul>	1 year 8 months
Just Dial Limited, Delhi	<b>Business Development Executive</b> <ul style="list-style-type: none"><li>Suggesting different inventories to clients to help their business grow via <b>digital advertisements</b> and other products on justdial.com</li><li>Analyzing target customers from different industries, understanding their needs and creating customized plans accordingly</li></ul>	3 years 7 months

Educational Qualification		
PGDM	NIILM-CMS, Greater Noida	2104
B.Com	Commerce College, University of Rajasthan	2012
Class XII	St. Edmund's School, Jaipur (CBSE)	2009
Class X	St. Edmund's School, Jaipur (CBSE)	2007

Other Information	
<b>Achievements (Work/Academic)</b>	<ul style="list-style-type: none"><li>Awarded first prize for securing highest contracts in Just Dial Limited debut group</li><li>Volunteer in many events of NIILM-CMS like aristos, synergy and HR Meet in 2012-13</li></ul>
<b>Extra-Curricular Achievements</b>	<ul style="list-style-type: none"><li>Finalist in Mr. India Worldwide 2012 organized by Sri Sai Entertainment</li><li>Played consecutively for three years in university commerce college team in basketball championship organized by university of Rajasthan</li><li>Member of winning team of CBSE cluster basketball championship, India</li><li>Runner up in state level basketball championship organized by Rajasthan basketball association</li><li>Runner up in inter college basketball championship organized by University of Rajasthan</li></ul>
<b>Interests</b>	Cricket   Basketball   Gymming