

# Bhushan Chottu Raichurkar

Program Advisor



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## 👤 PROFILE

A tenacious, result oriented professional with over 20 years of experience in Sales and Client Query Resolution (USA / UK)

## 🏆 AWARDS

### **GSGS - Give Smile, and Get Smile**

3 Global Services Pvt Ltd  
As Top Notch performer was awarded a free trip to Athens - Greece

## 🌐 LANGUAGES

English, Hindi, and Marathi

## 🧠 SKILLS

### **Communication**

Global exposure of handling UK, and US clients

### **Sales**

Proven track record of over achieving Sales target

### **Coaching, and Mentoring**

Mentored and coached a team of 10 members, and ensured effective productivity and quality. Conducted training to impart, and enhance product knowledge.

**Technical Skills: CRM(Peoplesoft), Sprint(Credit check), Leads Square, Dialler(Sales Calls), Bold Chat**

## 🎓 EDUCATION

**B.COM Graduate**

## 👛 PROFESSIONAL EXPERIENCE

### **Erulearning Solutions Pvt Ltd ( EMERITUS )**

Program Advisor

10/2024 – present | Mumbai, India

Collaborated with the Chief Operating Officer (COO) Program at MIT xPRO, engaging with C-suite executives—including Senior Directors, Senior Vice Presidents, COOs, and CEOs—globally. Delivered in-depth explanations of the program's structure and value, successfully driving executive enrollment. Consistently made 130-140 calls daily and managed professional email interactions with C-suite leaders to foster program interest and participation

### **Cotiviti India Pvt Ltd**

Claims Appeal Coordinator

12/2022 – 10/2024 | Pune

Managed various types of claims appeals, including:

- Denied Claims
- Auto-Approved Claims
- Exhausted Appeals
- Untimely Appeals
- Authorizations Already on File

Responsible for submitting valid appeals for clinical review after ensuring all necessary checklist requirements were met

**Eversana India Pvt Ltd**

Senior Analyst - Onboarding Specialist for International Clients

03/2022 – 11/2022

Led the onboarding process for international clients, conducting product demonstrations for the NAVLIN Application with pharmaceutical companies enrolling in the platform. Managed client accounts, providing support with cost of treatment (COT) and medicine pricing details.

Engaged in interactions with highly qualified professionals, including PhDs, MDs, and department heads in pricing and COT

**Cosmos Maya India Pvt Ltd ( WKA) - EDTECH**

Senior Creative Counsellor

09/2021 – 03/2022 | WFH

Successfully achieved weekly enrollment targets by effectively communicating the benefits of creative learning to parents of children aged 3-13.

75-80 calls made each day to make sure all leads been contacted.

Over Achieved target by 210%

Maintained exceptional client satisfaction through personalized counseling sessions, fostering long-term relationships and securing repeat business. Championed innovative approaches to highlight the transformative impact of creative learning on child development, fostering a deeper understanding among parents.

**FlintoClass@Home - EDTECH**

Business Development Manager (BDM)

01/2021 – 08/2021 | WFH

Recognized as the top performer for both weekly and monthly sales achievements ie 300% more than base target.

Facilitated understanding of FlintoClass through automated demo class links, educating parents on its functionality.

Illustrated the benefits of homeschooling through interactive activities, enhancing customer engagement.

Achieved base target via referral leads.

90-95 calls made each day to ensure all leads been contacted,.

Monitored BDM calls and provided structured feedback via email, employing the Red Lorry Yellow Lorry (RLYL) format to optimize performance.

**3 Global Services Pvt Ltd**

Lead Advisor / Mentor

06/2004 – 10/2019 | Mumbai

Floor support for team of 10 members and ensured effective productivity and quality.

Customer Service with 91% NPS.

Retentions - retained 63% of customers by extending to 24 months contract.

Sales - made 110-115 calls each day, resulting in 30% conversion to join Three mobile network

Sale chat - answered 80-85 chats each day helping UK customers to buy online products ie Mobile contract, SIM Only contract, MiFi contract, and Laptop contract.

Attended workshop on Coaching Clinic.

Conducted training to impart, and enhance product knowledge.