

# AMAN

## TEAM LEADER - SALES

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## SUMMARY

I am a hardworking and responsible leader with strong interpersonal and organizational skills. My professional journey includes leading teams to exceed sales targets while implementing effective training programs. I thrive in collaborative environments and am eager to contribute my skills to an organization that values growth and practical knowledge.

## EXPERIENCE

### Team Leader

#### upGrad NetAmbit Value First Pvt Ltd

01/2024 - Present

- Spearheaded and mentored a team of 5-8 sales professionals to exceed sales targets by 20-25% quarter-over-quarter, substantially growing the company's profit.
- Designed and executed a comprehensive training program for new hires, improving sales team performance and reducing ramp-up time by 30%.
- Collaborated with marketing to align sales and marketing strategies, leading to a 35% improvement in lead conversion rates.

### Academic Counsellor

#### upGrad

11/2022 - 12/2023

- Counseled individuals by aligning their academic and career goals with suitable educational institutions and programs.
- Developed and implemented strategies to increase customer base and revenue growth.

### Teaching And Management

#### Antim Pag Defence Academy

10/2020 - 08/2022 Agra

- Teaching students and helping them with queries.
- Managing admissions and counseling students with their parents.
- Lead the pilot project at Indian Army Education Centre.

### Digital Media Manager

#### The Backbone Organization

06/2021 - 08/2021 Agra

- Handled their media accounts with careful observation and approval of their posts and content.
- Worked in their Research and Development to guide the students of UPES, Dehradun in their project.

### Events Manager

#### Collywobbles Events

03/2019 - 06/2019 Agra

- Worked as an Intern to manage events.
- Worked directly with clients for sponsorships.

## EDUCATION

### Master of Science (Chemistry)

#### St Johns College

12/2020 - 08/2022 Agra

### Bachelor of Science

#### St Johns College

07/2017 - 10/2020 Agra

## STRENGTHS



### Key Strengths

Leadership Skills, Team Management, Time management, Problem-solving, Communication, Revenue Growth, Relationship Building, Change Management, L&D.

## KEY ACHIEVEMENTS



### Research Publication

Published research paper in 'International Journal Of Innovative Science And Research Technology'.



### Expert Counsellor

For having the most number of counselings and the highest talk-time in a month.



### Super Striker

For achieving 138% of Quarter Target for Outbound Sales