

RISHAB NARNOLIA

Assistant Manager - Partnerships

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SUMMARY

I am an experienced professional with a strong background in partnerships, business development, and client servicing. My journey through diverse roles has honed my skills in critical thinking, leadership, and negotiation, enabling me to foster valuable relationships in the educational sector. I am passionate about bridging gaps between clients and services, creating impactful solutions that lead to long-term success.

EXPERIENCE

Assistant Manager - Partnerships

Suraasa

09/2023 - Present | Delhi, India

A B2B education services platform focused on partnerships and alliances.

- Onboarded 80 schools and establishing strong partnerships.
- Delivering demonstrations of the Suraasa Platform to school management.
- Generating a database of around 5000 School Leaders using various Tools and offline events.
- Providing client services and ensuring seamless support for existing partners.
- Organizing leadership events for school decision-makers.
- Managing the placement team, facilitating teacher placements for schools.
- Organizing workshops for the School Teachers.

Senior Business Development Associate

Entab Infotech Pvt. Ltd.

02/2022 - 08/2023 | Delhi, India

Delivered innovative technology solutions tailored for educational institutions.

- Generated a database of around 3000 School Leaders from PAN India.
- Conducted over 100 in-depth demonstrations of the ERP platform to stakeholders, leading to a 30% increase in user adoption.
- Worked as a public relation officer to the School Heads.
- Maintain relationships with the existing clients.
- Organizing offline events for the school heads.

Assistant Manager Category Sourcing

Wcube Solutions Pvt. Ltd.

01/2021 - 01/2022 | Delhi, India

A sourcing and consulting firm.

- Handle team of 4 Senior Category Sourcer.
- Managed and organized data efficiently using Excel and analytical tools.
- Solving problems of the Sourcer & Clients.
- Creating a positive work environment and act as a constant motivator.
- Collaborated with industry leaders such as M3M, DLF, JLL and Squareyards.

Executive Category Sourcing

Wcube Solutions Pvt. Ltd.

10/2020 - 03/2021 | Delhi, India

A sourcing and consulting firm.

- Do the procurement of the Final Goods for the B2B clients.
- Managed client support and relationships, achieving a 95% client satisfaction rate and improving retention by 20%.
- Resolved client procurement challenges through strategic solutions.
- Fulfilling the needs of the clients.

EDUCATION

Master of Business Administration (Banking & Finance)

SVKM'S, NMIMS University

09/2021 - 10/2023 | Mumbai, India

Bachelor of Commerce with Honors

Vivekananda Institute of Professional Studies, Guru Gobind Singh Indraprastha University

09/2017 - 10/2020 | Delhi, India

KEY ACHIEVEMENTS

Accelerated Partnerships Growth

Onboarded 150 schools within 6 months, enhancing partnership portfolio 75%.

Successful Event Coordination

Organized 10 leadership events, attracting 100+ decision-makers, fostering collaborations.

Effective Lead Conversion

Increased ERP tool demos by 40%, resulting in 50% lead conversion rate.

Enhanced Sourcing Efficiency

Reduced sourcing errors by 20% through data management and team training initiatives.

STRENGTHS

Under Pressure Management

The ability to work under pressure and multi-task.

Team Collaboration

Successful working in a team environment, as well as independently.

Communication Skills

Exceptional communication and networking skills.

CERTIFICATION

Tally Software Certification

Completed a Certification course in Tally Software.

English Course Certification

Completed a Certification English course at In-Lingua.

SKILLS

| | | |
|------------------------|-------------------------------|------------|
| Inside Sales | Lead Generation | B2B Tools |
| Marketing & Networking | Communication | |
| Negotiation | Client Servicing | Leadership |
| Placements | Sales & Product Demonstration | |

INTERESTS

Skating

Inter - State level of Skating Player.

Event Management

Been a core team member in various college events.

Model United Nations

Participated in Inter - School Model United Nation Conference (MUN).