

RAVI PRAKASH SAXENA

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PROFESSIONAL SUMMARY

Dynamic and results-oriented Sales & Client Service Leader with over 12 years of progressive experience in Book & Curriculum Sales, Corporate Training, ERP Implementation, and Relationship Management. Known for delivering consistent double-digit revenue growth, leading high-performance teams, and implementing innovative client engagement strategies. Adept at aligning business goals with technology solutions, ensuring seamless project execution, and exceeding client expectations. Recognized for building trusted relationships with schools, corporate clients, and education partners while driving operational excellence.

CORE COMPETENCIES

Sales & Business Growth: Strategic planning, consultative selling, client acquisition & retention, upselling & cross-selling.

ERP & LMS Implementation: Requirement analysis, project planning, risk management, training, adoption strategies.

Leadership & People Development: Team recruitment, training, performance management, motivation & mentoring.

Client Relationship Management: Key account handling, service excellence, proactive engagement, collections.

Communication & Presentation Skills: Product demonstrations, workshops, negotiation, stakeholder management.

PROFESSIONAL EXPERIENCE

Orange Education Pvt Ltd – Delhi

Base Location- Kanpur

Regional Manager | Apr 2024 – Present

Sr. Area Manager | Apr 2023 – Mar 2024

Area Manager | Jan 2022 – Mar 2023

Spearheaded regional sales strategy, covering multiple states, ensuring consistent growth and market penetration.

Conducted 500+ product demonstrations and teacher training programs, leading to significant curriculum adoption.

Managed a high-performing team of Sales coordinators — from recruitment to performance evaluation.

Maintained 100% collection compliance by proactively addressing payment delays and building client trust.

Built relationships with school principals, administrators, and decision-makers to influence adoption.

Key Achievements:

Delivered double-digit annual revenue growth consistently for three consecutive years.

Ranked among the Top 5 Regional Managers nationwide for exceeding sales targets in 2024 and 2025.

Designed a sales training manual that improved onboarding efficiency for new hires by 40%.

LEAD School – Mumbai, Maharashtra

Base Location- Dehradun UK

Area Manager | Feb 2021 – Dec 2021

Led curriculum integration in partner schools, ensuring smooth transition and adoption of digital learning solutions.

Strengthened client partnerships, resulting in repeat contracts and increased retention.

Conducted training workshops for teachers to enhance digital classroom engagement.

Key Achievements:

Successfully retained 100% of partner schools during the year.
Boosted curriculum adoption rate by 25% through targeted engagement strategies.

Next Education India Pvt Ltd – Hyderabad, Telangana**Base Location- Dehradun & Etawah**

Business Development Manager | Oct 2018 – Jan 2021

Base Location- Etawah

ERP Account Manager | Jul 2013 – Sep 2018

Base Location- Dehradun

Managed ERP and LMS implementation in 50+ schools, ensuring on-time delivery with zero project delays.
Conducted requirement analysis sessions with school management to tailor ERP modules to their needs.
Trained over 1,000 teachers in ERP usage, LMS navigation, and e-learning methodologies.
Collaborated with cross-functional teams to deliver customized education technology solutions.

Key Achievements:

Expanded client base by 30% year-on-year through referrals and strategic campaigns.
Introduced an ERP adoption roadmap that improved usage rates in schools by 60%.

KEY PROJECTS & ACHIEVEMENTS

ERP Implementation Excellence: Rolled out ERP in multiple schools with zero downtime.
Digital Learning Transformation: Enabled schools to transition from offline to hybrid learning models.
Sales Leadership Recognition: Awarded Best Regional Sales Leader for exceeding targets by 150%.
Training Impact: Designed teacher training modules that improved digital adoption by 50%.

EDUCATION

BCA – IAMR College, Ghaziabad (CCS University), 2013 – 72%
XII – UP Board, 2010 – 63.4%
X – UP Board, 2007 – 60%

TRAINING & CERTIFICATIONS

Advanced Sales Leadership Training – Orange Education Pvt Ltd
ERP & LMS Implementation Masterclass – Next Education
Motivation Skills Workshop (ALCHEMY)
Digital Classroom Facilitation – LEAD School

TECHNICAL SKILLS

ERP & LMS Platforms
MS Office Suite (Word, Excel, PowerPoint)
CRM Tools & Sales Reporting Systems

PERSONAL DETAILS

Date of Birth: 03 July 1993
Languages: Hindi, English
Marital Status: Married
Hobbies: Traveling, Music, Reading, Cricket