

# HAROON RASHID BABA

## Academic Counselor

Mobile: 9596389166 Email ID: babaharoonrashid4@gmail.com Address: Bommanhali Bengaluru

DOB: 30-05-1993

As a dedicated professional with a strong passion for educational development and student success, I aim to leverage my extensive experience in academic counseling to contribute to an esteemed organization's mission of nurturing talent. With a deep understanding of the marketing, advertising, and sales industry, I am eager to implement innovative strategies that enhance business development through impactful student engagement and team collaboration. My goal is to foster an environment where knowledge and ambition intersect to achieve exceptional outcomes, propelling both students and the institution to new heights of success.

## Professional Summary

- Proven track record of driving student enrollment growth by effectively communicating course value and career prospects.
- Skilled in developing tailored counseling strategies that address individual student needs and aspirations.
- Experienced in creating and maintaining productive relationships with educational stakeholders to support business development goals.
- Proficient in utilizing technology to streamline admission processes and enhance the student experience.
- Adept at analyzing market trends to align academic programs with industry demands, ensuring student competitiveness in the workforce.
- Demonstrated ability to lead teams towards common objectives, fostering a culture of collaboration and continuous improvement.

## Soft Skills

Communication  
Leadership  
Teamwork  
Problem-solving

## Work Experience

### Academic Counsellor Mar 2024 - Feb 2025

*Oda Classes*

Interacted with prospective students to provide information on academic programs and admissions requirements  
Organized and participated in outreach and recruitment events to attract potential students  
Developed and maintained relationships with students throughout the admission process to ensure a smooth transition to the institution  
Collaborated with academic departments to update program information for prospective students  
Managed and updated student records in the admissions database  
Designed and implemented strategies to increase student enrollment  
Assisted in the preparation and distribution of marketing materials for the admissions department

### Academic counsellor Mar 2022 - Feb 2024

*Teddy Toddler (Pulwama Kashmir)*

## Education

### B.A IN ECONOMICS (2016)

Amar singh college, University of Kashmir

### MCA (2021 - 2023)

Chandigarh University

## Achievements

- Developed and implemented an innovative mentorship program that boosted student retention rates by 25%, highlighting the institution's commitment to academic excellence and student support.
- Successfully increased student enrollment by 30% within a single academic year through strategic outreach and personalized counseling sessions.

## Hobbies

Participating in public speaking and debate clubs, Volunteering for educational outreach programs

## Languages

Kashmiri, English, Urdu, Hindi