



### About Me

I bring 9.3 years of diverse sales experience across B2C, B2B, and SaaS domains. Known for building strong client relationships and delivering results, I thrive in dynamic, target-driven environments. Apart from work, I enjoy listening to music, going for walks, and investing time in personal growth and self-care.

+91-9373833288

shreeyasag@gmail.com

A-Ward, Sai Siddhi Sankul Apt,  
Tarabai Road, Near Rankala 3rd  
Floor, Kolhapur, India

## EDUCATION

- Bachelor of Commerce from Mumbai University** 2014 – 2015
- H.S.C from Khar Education Society** 2011 – 2012
- S.S.C from St. Teresas convent high School** 2009– 2010

## EXPERTISE

- Career Development
- Resolving Issues
- CRM Software
- Customer Engagement
- Travel Management
- Clear Communications
- Workable Solutions
- Customer Service Representatives.

## LANGUAGE

- English
- Marathi
- Hindi

# SHREEYA BANDIVADEKAR

## Admission Counselor

## Experience

December 2024 – Present

### Podar International School, Kolhapur Admission Counselor

Act as the first point of contact for walk-in inquiries, providing detailed information on the curriculum and school offerings. Counsel parents and students through the admission process while highlighting Podar's academic and co-curricular strengths. Manage social media and website updates, maintain admission records, follow up with leads, and coordinate campus tours and events to ensure a smooth and welcoming experience.

December 2023 – December 2024 (1 Year)

### Spardha School of Music & Dance, Pune (Remote) Sales Associate (Music Counselor)

Responsible for driving sales for music sessions, including instruments, vocals, and dance. Built and maintained client relationships by understanding their needs and offering personalized solutions. Regularly updated CRM with client feedback and communication. Ensured timely follow-ups for conversions and maintained a strong passion for music with in-depth industry knowledge and proven sales expertise.

March 2023 – December 2023 (9 Months)

### Infinity Learn, Bangalore (Remote) B2B Inside Sales Associate

Worked at Infinity Learn as a B2B Inside Sales Associate, connecting with CBSE schools to organize Olympiads in HOTS, Math, Science, and STEAM. Coordinated with school coordinators and facilitated scholarships for outstanding students. Conducted Olympiads in over 20 schools each month. Successfully closed key partnerships with reputed institutions and contributed to a 30% increase in B2B sales by strategically targeting new schools.

March 2022 – March 2023 (1 Year)

### Top Hire, Bangalore (Remote) Market Place Analyst

Worked in a recruitment marketplace connecting top 2% tech talent with leading companies. Held dual roles as Marketplace Analyst and Talent Advocate. Sourced candidates via LinkedIn, encouraged sign-ups, and maintained follow-ups through calls, emails, and WhatsApp. Reviewed profiles post-registration and prepared them for hiring batches, ensuring a strong, qualified talent pool for client hiring needs.

August 2021 – March 2022 (7months)

### Key Concepts Tech LLB, Gujarat (Remote) Business Development Manager

Worked with two different processes: "Oxcee" and "Coconut Learning." Handled both domestic and international clients by providing live demos of the e-learning platform. Maintained strong follow-ups via calls, emails, and WhatsApp to ensure client engagement and successful closures. Oxcee, focused on finding international rental accommodations for students going abroad for higher education. Additionally, managed international clients by offering health supplements to senior citizens in the UK.

August 2020 – August 2021 (1 Year)

### Sprioc Global Service Pvt. Ltd. Mumbai Brand Ambassador

Managed international client interactions, specifically catering to senior citizens (60+) in the UK, to assess health concerns and recommend appropriate natural health supplements. Built strong rapport with clients by understanding age-related conditions such as arthritis, hypertension, high cholesterol, and diabetes, promoting tailored wellness solutions for improved lifestyle and well-being.

Mar 2016 – April 2020 (4 years 1 month)

### Mahindra Holidays and Resort India Ltd, Mumbai Resort Sales Reservation Associate

I managed inbound inquiries, handled reservations, and provided exceptional customer service to in-house guests. This role involved responding to guest queries, promoting resort offerings, and ensuring a seamless booking experience. This position also required effective communication with various departments to provide tailored solutions and maximize guest satisfaction.