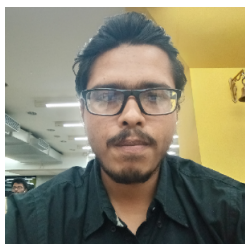


PERSONAL INFORMATION



Rohit Choudhary

📍 B-204 Prism Enclave , Opp. Lokhandwala foundation school , Lokhandwala Township, Kandivali East
☎ 7977353381
✉ choudharyrohitgunner@gmail.com

Date of Birth : 25/5/1996
Marital Status : Single
Nationality : Indian
Known Languages : English, Hindi, Marathi, Punjabi, Marwari, Gujarati

EXPERIENCE

upGrad

March 2021 - Present

Senior Admissions Counselor

Advised career changers on how our world-class education from top-tier universities can help launch them into a high-growth career.

Built and managed a pipeline of leads that have inquired about our programs.

Provided in-depth and customized information to interested students via phone and email.

Guided students through the enrollment process by following up and building urgency without being pushy.

Adhered to the inside sales process, tools and data management processes, and workflow. Provided feedback to leadership on call quality, observed trends, and insights from student conversations.

Byju's

July 2019 - February 2021

Senior Business Development Associate

- Interfaced with leads via inbound and outbound calls or the Internet for the purpose of converting leads into confirmed applications across the globe.

- Maintained a constant communication channel with leads through phone, email, chat and social media during the pre and post-sales processes.

- Maintained a detailed database of all the interactions with the leads and provide constant feedback to the Student Experience Manager in order to optimize lead closure

- Developed and maintained a positive working relationship with the students from countries all over the world

EDUCATION

Manipal University

Btech in Electronics and communications engineering

Mithibai College

2019

HSC

75

Lokhandwala Foundation School

2014

ICSE

90

2012

TECHNICAL SKILLS

Modding and hacking

Linux Ubuntu Mint

Raspberry Pi and Arduino

C++, Java

ACHIEVEMENTS & AWARDS

First sales associate in the history of upGrad with maturity less than M12 clocking 1CR revenue in a quarter in the drift channel (M6-M9)
Achieved the highest revenue across upGrad in quarter OND-21 clocking 1.3 CR
Highest ARPU award for three consecutive months Pan-India for business development in the world's largest edtech company (JFM 2020)
Top performer sales at Byju's making the biggest sale of the week pan India twice ticket size 2.5 lakhs for a base program cost of 20k INR (JFM 2020)
Jio Digital Champions Program - Top 100 across pan india
2nd AIR in a technical test organised by Texas Instruments

INTERESTS

Future Tech
Business Analysis
Financial markets
Data Science and ML/AI
Social media marketing
Consumer behaviour and insights

PERSONAL STRENGTHS

- Negotiation Skills
- Counseling Ability
- Quick Learning and proactive
- Result oriented sales approach
- Domain and industry knowledge

ROHIT CHOUDHARY