Sagar Apte O Featured

Seeking roles in Data Science, Data Analytics, Artificial Intelligence, Regression, Predictive Modeling, Clustering, NLP, Neural Networks, Deep Learning Learning, Decision Trees, Time series analysis, Statistical Analysis, Python, R, Tableau, Machine Learning



Current Designation: Business Development Manager Total Experience: 2 Year(s) 0 Month(s)

Current Company: Boon Education Notice Period: 15 Days or less

Current Location: Hyderabad / Secunderabad Highest Degree: MBA/PGDM [Marketing]

Pref. Location: Bengaluru / Bangalore, Hyderabad, Mumbai

Functional Area: Analytics & Business Intelligence

Role: Data Analyst

Industry: IT-Software/Software Services

Marital Status: Single/unmarried

Key Skills: Data Analyst, Data Science, Data Analytics, Artificial Intelligence, Linear Regression, Logistic Regression, Predictive Modeling, Deep Learning, Decision Trees, time series analysis, clustering, Statistical

Analysis, Python, R, Tableau, Machine Learning

Verified: Phone Number | Email - id

ID: Last Active: 2-Feb-20 Last Modified: 31-Jan-20

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Summary

- * Offering 2 years of experience as a Business Development Manager in the field of Education Sales
- Successfully completed PGP in Data Science from International School of Engineering (INSOFE), Hyderabad in 2019
- * Knowledge in deep learning technologies to develop prototypes and analytic models through the application of new, innovative capabilities
- Skills in defining business problems, manipulating data, developing data science and analytical algorithms & solutions
- * Proficient in performing market research through industry contacts, telephonic contacts and personal meetings to identify ideas for growth
- * Technical expertise in: R, Python, EDA, Data Visualization using Matplotlib and Seaborn, Machine Learning and AI models, Neural Networks, NLP, Deep Learning Techniques, LSTM
- * Possess sound critical thinking skills & work ethics with high degree of curiosity; ability to constantly push personal boundaries to new levels

Work Experience

Boon Education as Business Development Manager May 2018 to Mar 2019

Key Result Areas:

- * Developed the current prospect database of clients within specified business sectors to generate effective leads & exceed sales targets for the business
- * Led a team of 8 members and assisted the entire branch
- * Created a sales contact plan including cold-calling, direct marketing, and attended meetings to build relationships with

key prospects

- * Managed various activities like reviewing reports, analyzing sales, revenue & expenses for all business units
- Contributed in gathering data from various sources and presented the data into required format while working on CRM salesforce

Highlights:

- * Maintained consistent performance over 150% throughout
- * Successfully gathered and enrolled around 85 individuals from various business profiles
- * Generated revenue of 35,68,510 by implementing successful sales strategies

Jaro Education as Business Development Executive

Apr 2017 to Feb 2018

Key Result Areas:

- * Introduced products and services to clients, generated new business leads and arranged meetings through effective cold calling
- Worked on product improvement by remaining current on industry trends, market and competitor activities
- * Ensured on-time achievement of the defined targets; analysed the business issues and formulated highly effective solutions

Highlights:

- Attained fresher topper title in 2nd month of joining by overachieving 216% more than proposed target
- * Reached out and enrolled around 80 individuals from various business profiles
- * Achieved a business of 20,47,270 by effectively developing sales plans and strategies

Boon Education as Business Development Manager

N/A to Till Date

May'18 to Mar'19

Boon Education, Hyderabad as Business Development Manager

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Education

UG: B.B.A/ B.M.S (Management) from Osmania University in 2015

PG: MBA/PGDM (Marketing) from Indus Business Academy, Bangalore in 2017

Other Qualifications/Certifications/Programs:

PGP in Data Science

IT Skills

Skill Name	Version	Last Used	Experience
Python,R,Tableau			
Microsoft Office			

Languages Known

Language	Proficiency	Read	Write	Speak
English				
Hindi				
Telugu				
Marathi				

Affirmative Action

Physically Challenged: No

Work Authorization

Countries: India

Job Type: Permanent

Employment Status: Full time