



SNEHA LOHANA

Senior Training & Strategy Manager

DETAILS

Mumbai, India

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PROFILE

I have over 12 years of experience in the IT and Education industries, working in various roles. My work has primarily focused on identifying gaps in operational processes and devising and implementing strategies to address them. I make sure that any changes are easily and effectively implemented by my team. I have helped transform the careers of more than 8000 students over the past decade. As a Manager, Corporate Trainer, and Developer, I have developed the ability to understand business problems and provide quick and effective solutions. I have also honed my attention to detail and people management skills, which have helped me build and maintain professional relationships. These skills have enabled me to become more efficient in solution-based work and people management.

EMPLOYMENT HISTORY

Senior Training & Strategy Manager, Itvedant Education Pvt. Ltd., Mumbai

FEBRUARY 2019 – AUGUST 2023

- **Data-driven analysis:** Analyzing data of the learners using BI tools, understanding the operational gaps and improving the processes.
- **Trainer development:** Ensured all the trainers were given a technical growth plan, and they improved their technical competency every two months.
- **Retention champion:** Maintained an employee retention percentage of 95% in the team.
- **Innovation and adaptation:**
 - Competitor Analysis and Curriculum Designing every year.
 - To enhance the student learning experience, implemented new innovative ideas on flip learning and different pedagogy's.
- **Content creator:** monitoring and guiding in the development of engaging and effective content for learners aligned with curriculum needs.
- **Awards:**
 - Most Innovative (2021-22)
 - All rounder (2020-21)
 - Enhancement Champion (2019-20)
 - Employee of the Quarter (Twice)
 - Employee of the Month (Twice)

Freelancer, Mumbai

AUGUST 2018 – JANUARY 2019

- **Content Writer:** with Onkar E-Learning for developing 4 IT books school students of different grades.

- **Trainer:** with Father Agnel Technical Institute and Godrej Infotech for their CSR activities on training students on C, SQL, C# & ASP.NET.

Regional Academics Head (Deputy Manager), Aptech Limited, Mumbai

OCTOBER 2015 – JULY 2018

- **Rapidly Achieved Leadership:** Promoted to Deputy Manager within 1.5 years, demonstrating exceptional talent and commitment.
- **Faculty Development Expert:** Successfully assessed and improved faculty skills through targeted measures, ensuring they possess the necessary expertise to deliver exceptional education.
- **Skilled Trainer:** Delivered engaging and informative in-house and corporate training sessions on diverse topics, including C#, ASP.NET MVC, SQL Server, Oracle 12c SQL, and Big Data.
- **Dedicated Placement Supporter:** Played a crucial role in student success by actively evaluating them for job opportunities and providing relevant placement support to various centers.
- **Technology Innovation Advocate:** Conducted insightful seminars and workshops on cutting-edge technological advancements, keeping students and faculty ahead of the curve.
- **Competition Coordinator:** Successfully organized and managed internal and external coding competitions like Techno Minds and Code Tadka, fostering a culture of healthy competition and skill development.
- **Committed to Growth:** Actively participated in CPD (Continuing Professional Development) sessions and facilitated placement sessions, demonstrating a continuous commitment to personal and professional growth.

Senior Trainer, ITSource Technologies Ltd., Mumbai

SEPTEMBER 2014 – SEPTEMBER 2015

- **Developed and delivered technical training programs** on diverse technologies including HTML, JavaScript, CSS, C, C++, C#.NET, ASP.NET, WCF (intermediate), MVC (intermediate), and WPF (basics).
- **Empowered fresh recruits** at Motilal Oswal through comprehensive C# training, facilitating their transition into productive developers.
- **Guided students through project completion**, nurturing their technical skills and problem-solving abilities.
- **Spearheaded induction programs** across all Mumbai branches, ensuring a smooth onboarding experience for new students.
- **Championed quality assurance** in Mumbai branches, proactively identifying and resolving issues.
- **Prepared students for career success** by providing interview guidance and mock sessions.
- **Liaised with placement executives** to secure job opportunities for students, maximizing their placement success rate.
- **Effectively managed student data**, ensuring accurate and organized records.
- **Created engaging course curriculums** and session breakdowns for various .NET modules.

Corporate Trainer, CMC Limited, Mumbai

APRIL 2013 – SEPTEMBER 2014

- **Delivered comprehensive technical training programs** on a wide range of programming languages and technologies, including HTML, JavaScript, CSS, C, C++, C#.NET, ASP.NET (WCF, WPF, MVC basics), and Python.
- **Empowered in-house developers** with valuable Python training, enhancing their skillset and productivity.
- **Equipped FGI team** with essential SQL Server skills through effective training programs.
- **Guided students through project completion**, fostering their technical aptitude and project management skills.
- **Developed students' employability** by providing soft skills training in English, business etiquette, and aptitude development.
- **Prepared students for job success** through interview guidance, mock sessions, and career coaching.

- **Secured job placements** by collaborating with placement executives and actively generating company leads.
- **Maintained efficient student data management** for all branches, ensuring data accuracy and accessibility.

Software Developer, CMC Limited, Mumbai

DECEMBER 2010 – DECEMBER 2012

- Worked on requirement gathering and technical documentation for different projects.
- Ensured development and timely delivery of the code and other quality analyses of the project.
- Was responsible for being the coordinator between the customer and team for project demonstration for UAT(user acceptance test).
- Worked with two different customers Insurance Institute of India and Life Insurance Corporation of India, to develop their web portal and stand-alone application.

Center in-charge, St. John's High School, Mumbai

JUNE 2010 – NOVEMBER 2010

- Taught Computer as a subject to all the students from 1st Grade to 10th Grade.
- Managed the time plan and schedules of all the other teachers.

EDUCATION

MCA, University of Mumbai, Mumbai

2015

BCA, University of Pune, Pune

2010

LINKS

[LinkedIn](#)

SKILLS

Leadership Skills



Analytical Thinking Skills



Effective Teaching



Managing People



General Management



Problem Solving Skills



Multitasking Skills



Interpersonal Communication Skills



LANGUAGES

English



Marathi



Hindi



Sindhi



HOBBIES

Singing, Creative Art Work