

Deepali Bhatnagar

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Objectives

Secure a responsible career opportunity to expand my learnings and skills while making a significant contribution to the success of the company

Education

2021-2023	M. A. Economics School of Economics, DAVV	70 %
2018-2021	B.S.C. Computer Science Institute of professional studies, DAVV	68 %
2016-2017	Senior Secondary Examination - Class XII Model H S School, Lakhnadon	76%
2014-2015	Higher Secondary Examination - Class X Model H S School, Lakhnadon	76%

Projects

- Food inflation in India, Causes and Cures .
- Impact of Ukraine war in Food Inflation.

Certificates

- International conference (Review of Global Trends of Economic Growth and Indian Strategy Through Entrepreneurship Development)
- International Conference (Gender Justice Transgression To Transition)
- Mastering Big Data Analytics
- Introduction to Digital Marketing
- Marketing Analytics and Retail Business Management
- "Kona Kona Shiksha" a CSR program by Kotak Security Ltd under NISM

Work Experience

Indore International Law College, Indore (M.P)

January 2024 - Present

Assistant Professor

Course Development and Instruction: Designed and delivered engaging curriculum in Economics and Communication, focusing on enhancing students' analytical and interpersonal skills.

Event Organization: Successfully organized various events, including debates, quizzes, and workshops, fostering a vibrant academic environment and encouraging student participation.

Skills Enhancement: Actively developed and implemented programs to enhance students' communication skills, leading to improved academic performance and confidence in public speaking.

Interpersonal Development: Participated in and facilitated activities aimed at students' personal growth, emphasizing teamwork, leadership, and effective communication strategies.

Mentorship: Provided guidance and support to students in their academic and professional pursuits, promoting a culture of continuous learning and development.

HIKE EDUCATION PVT. LTD, Mumbai (Maharashtra)

June 2023 – August 2023

Business Development Manager,

Key Qualification and Responsibility

- Generate leads through efficient utilization of CRM software and proactive public relation efforts.
- Co-ordinate effectively with the technical team to ensure a smooth process from initial inquiry to enrollment.
- Analyse market trends and customer feedback to adapt sales strategies for improved outcomes.
- Assist candidates throughout their enrollment process, offering guidance and support to address their concerns and questions.
- Collaborate with various department to optimize the enrolment process and ensure a seamless customer experience.

Stay up-to-date with the industry changes and educational offering to provide accurate information to prospective students.

- Maintain and nurture relationship with existing customers, while simultaneously work on creating new prospect through targeted outreach and networking.
- Taking leadership role by helping colleagues attain their target while achieving personal sales goals.

Achievement

- Leadership and Motivation
- Efficient Coordination
- Dual Leadership Role
- Proactive lead generation
- Customer Relationship Management
- Cross-Departmental Collaboration

- Adaptive sales strategies and Industry expertise

Karate Academy Lakhnadon
Trainer & Admission Counsellor

Duration: 2016-2017

- Providing Training to Academic Students
- Assessed student interests, skills and provided strategic information about pursuing suitable courses.
- Delivered supportive and knowledgeable counselling to student with academic or personal concerns.
- Collaborated with parents, school faculty and social workers to address problems and grow student's success.
- Organised events and seminars.

Accomplishments

- National Player in Karate
- State Player in Boxing
- Certified Karate Coach by Govt of India, Ministry of Youth Affairs & Sports.
- Placement Coordinator

Skill Set and Interests

- Planning and Coordination
- Multitasking and Team building
- Analytical and Critical thinking
- Team leader and able to handle work pressure.
- Interpersonal Communication.

DECLARATION:

I hereby declare that the details provided by me in this resume are correct and best of my knowledge.

Deepali Bhatnagar

Place:- Indore