

RESUME

ASHWINI BACHNALKAR

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OBJECTIVE

- To excel in the arena of professional counseling to my full capabilities taking up challenging assignments, enhancing interpersonal skills and team spirit.
- Seeking a responsible position in an innovative environment where my knowledge and experience is applied for utilization of professional advancement.
- To be an active member under the supervision of a productive and well reputed organization.

PROFESSIONAL EXPERIENCE

Dec 2018 – Present:

Student Counselor - Y-Axis Solutions Private Limited, Bangalore

- Joined as student Counselor – Study team for Bangalore (M. G. Road) location.
- Achieve monthly targets (both individual and team).
- Generation of leads through Naukri Mailers and converting them by into sales by counseling them for the countries looking for Study Overseas options.
- Meeting clients' requirement and guiding for further formalities (both walk-in and Tele enquiry).
- Reference clients making them converted to leads and giving them the confidence level.
- Handled the team of 5 under the TL absence.

May 2014 – Jun 2015

Student Consultant – Manhattan Review, Bangalore, Karnataka

- Implemented new operational procedures and process for the then newly opened center at Malleshwaram center.
- Establishing and maintaining roles and responsibilities for personnel under management.
- Delivering regular team communication and organizing monthly meetings.
- Counseled students for test prep GRE, TOEFL, IELTS, SAT & GMAT.
- Helped students to get through their test prep examinations and US admission process in particular.
- Achieving Revenue Targets on a monthly basis along with the Customer Satisfaction Management.

EDUCATION

Jul 2010-11 Karnataka State Open University, Manasagangothri, Mysore, **B. Com**

Jun 2010 Arena Animation School, Jayanagar, Bangalore, **1 year certification course** on Specialized Training on Lighting/Texturing

June 2009 ANTS Animation School, Basaveshwaranagar, Bangalore, **Diploma in Animation**

PROFESSIONAL ACHIEVEMENTS:

- Achieved Minimum Billing every month since joining Y Axis Overseas Consultants.
- Best Counselor as rated by students' feedback for the month of June 2014 in All India Manhattan Review centers.
- Achieved scheduled target in the month of May 2014 and eventually every month thereafter consecutively.
- 1st Prize for a short animation movie titled "WILD" for the year 2012.

ADDITIONAL SKILL

Office Automation Tools	Working in CRM - Sales force
Software Exposure	MS Excel, Animation Software- 3D Maya and Max
Working Knowledge	Internet Explorer & MS Outlook 2010

PERSONAL INFORMATION

Birth Date	: 17/05/1990
Marital status	: Married
Citizenship	: Indian
Languages known	: Kannada, English, Marathi & Hindi.