



# Himanshu Juneja

East Delhi, Delhi, India

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## Summary

Experienced Director with a demonstrated history of working in the higher education industry. Skilled in Communication, Leadership, Project Management, Public Speaking, and Interpersonal Skills. Adept at creating strategic alliances with organisation leaders to effectively align with and support key business initiatives. Excel at building and retaining high performance teams by hiring, developing, and motivating skilled professionals.

## Experience



### Consultant

#### International Business School

May 2019 - Present (1 year +)

1. Conducting presentations at high schools, colleges, fairs, conferences and other venues about opportunities at IBS.
2. Participating in the organization and evaluation of liaison events and programs.
3. As required by the IBS, supports and expands Customer's agent network in India.
4. Provide support to staff from the University as required during their visits to the region
5. Assist in the development, maintenance, review and improvement of effective marketing tools to promote the University to prospective international students in India, including publications, website and social media channels



### Director

#### Delphini Consultants

Dec 2018 - Present (1 year 5 months +)

1. Develop and execute the company's business strategies in order to attain the goals of the board
2. Prepare and implement comprehensive business plans to facilitate achievement by planning cost-effective operations and market development activities
3. Communicate and maintain trust relationships with business partners and authorities.
4. Oversee the company's financial performance, investments and other business ventures
5. Counselling students about the best option to choose from.



### Indian representative

Poltava University of Economics and Trade / #####  
# #####

Feb 2019 - Nov 2019 (10 months)

1. Implementing marketing and recruitment activities in various regions within India, and planning & implementing the annual cycle of recruitment events and activities for the University.
2. Worked to increase student numbers and diversity across all programmes. Coordinate activities for effective undergraduate international student recruitment and as appropriate personally attend education fairs, student events and seminars.
3. Responding to complex enquiries from prospective students and their parents and counsellors knowledgeably and professionally, offering advice on qualifications and programme choices, admission and visa process and being able to advise at all stages of the recruitment cycle

4. Developing links and maintaining relationships with high schools, alumni and relevant sponsors (government agencies, embassies etc) in key markets. Liaising with various organisations and institutions in India and Ukraine (high schools, universities, High Commissions, parents, embassies and others)
5. Maintaining an operational overview of recruitment events and visits.
6. Overseeing maintenance and development of central database of relevant regional contacts and update details in the database and other systems as required.



### **Store Owner**

Fruktville Delight OPC Pvt Ltd

Oct 2018 - Oct 2019 (1 year 1 month)



### **Store Owner**

Universal Sportsbiz Private Limited

Aug 2018 - Feb 2019 (7 months)

1. Acquire and construct or remodel building and space for store
2. Obtain business or occupational licenses and permits
3. Sign necessary agreements and contracts for loans, purchase of equipment, supplies and inventory; and services.
4. Hire and train managers and employees, or delegate to managers hiring, training and supervision of employees.
5. Pay or ensure payment of creditors, employees, vendors, suppliers and taxes
6. Display and arrange merchandise in store
7. Direct marketing and advertising efforts, including promotions, displays in and around store and advertising on television, radio, newspaper, social media or Internet
8. File required forms, such as tax returns, permit applications or renewals

## **Education**



### **Guru Gobind Singh Indraprastha University**

Bachelor's degree, Computer Software and Media Applications

2015 - 2018



### **Bal Bhavan Public School**

High School Diploma, Commerces

2014 - 2015

## **Skills**

Leadership • Public Speaking • Project Management • Interpersonal Skills • verbal communication • Management • Research • Time Management • Teamwork • Career Counseling