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| **Vsevolod Nestor D’Costa**  **Mangalore, Karnataka**  **98454 67779 / 94806 24080**  [**vsevolod.nestor@gmail.com**](mailto:vsevolod.nestor@gmail.com) | **photo** |

***A result oriented, Business executive with 16 years of intense experience, in improving efficiency, productivity & organizational consistency in diverse industries such as***

**Educational Technology,Training,Test Prep**

* IIT- JEE mains/Advanced, NEET, Foundation,Olympiads, KVPY, NTSE, Student Admission.
* K12 Smartclass™ Classroom Technology / Digital Learning, Teachers training, Classroom Management / online Assessments & learning apps.
* **Media** – B2B/B2C Online & Digital Sales, Yellow & White Pages ,Print Advertisements
* **Finance/Banking NBFC-** Loans, Mortgage & General Insurance, Banking CASA.

**Branch Manager AUG 2019 to Present**

**Aakash Educational Services Limited (AESL)**

**IIT JEE, NEET, FOUNDATION ( Indias No 1 test Prep Institute )**

* As profit centre head maximize the centre's revenue collection by offering justified fee concessions and try to minimize the running cost of the centre wherever possible, without affecting the company's norms & standards. Addressing grievances of the branch related issues.
* To take care of month-wise fee collection. monitor pending fees & ensures follows up is done for outstanding payments. Moreover to ensure that refund and left-out cases are controlled to the minimum.
* Handling ATL & BTL activities, negotiate for advertisement budgets with vendors, lead generation and management with sales team and counselors for profitable admissions.

* 360 Degree career counseling to students & parents for admission to Engineering , Medicine & foundation courses, Manage End to End Branch Operations Process & Liaison & achieve Branch Targets. Champion entire student cycle: Prospecting, Counseling, Admission, Orientation, Support.
* Conducting Seminars in schools, open seminars in town, Residential Apartments (Townships) & Corporates. Meet the Principals, Coordinators & management Personnel of schools with marketing team for Business generation and profit maximization.
* *“Took the branch from 370 students to 2590 to write ANTHE scholarship exam an increase of 700 %*
* *Signed a memorandum of understanding with a leading Pu board and tied up with them for our coaching classes one of the biggest deals in the state of Karnataka*

**Branch Sales Manager Jan 2015 to June 2019**

**RELIANCE ONLINE MARKETING (QATAR OIL & GAS DIRECTORY), *Market leader in online yellowpages, Q souk & Mobile app.***

* Planned & executed Online / Mobile advertising campaigns, GOOGLE ADWORDS, Email marketing, Multi-Lead Generation, social media presence for complete visibility across Qatar.
* Measured & report performances of all digital marketing campaigns, & assess against goals (ROI & KPIs).
* Brainstorm new & creative growth strategies for clients in Qatar to markets in the GCC.∇∇∇
* Collaborated with teams to create landing pages & optimize user experience.
* Utilize strong analytical ability to evaluate end-to-end customer experience across multiple channels & customer touch points. Evaluate emerging technologies. Provide thought leadership & perspective for adoption.
  + *Bought in a new deal from the Qatar Commercial & industrial to print their directory.*

**Sr.Area Manager Sep 2009 to Nov 2014**

**EDUCOMP SOLUTIONS LTD - *Educational Company for Indian Schools in the field of Classroom***

***Technology & Digital Learning & Online***

* Leading & Training a team of 8 BDM’s in Delivering power packed presentations to eminent educationists, thought leaders, research scholars, pedagogy experts, teachers & parents influencing them to adopt Path breaking Smartclass™ initiative that radically transforms teaching & learning in classrooms with digital technology
* Responsible to vend the innovative range of high value products like Math Guru, English labs Smart assessment system(SAS)& other online services to premium schools in Mangalore, Udupi & North Canara districts.
* Organizing teachers training on behalf of INTEL, training them in Computer technology in classrooms using teaching- learning methodology, pedagogy, & best classroom practices.
* Organizing seminars for CBSE, ICSE, International board(IB)& State Board schools convincing Educators the benefits of interactive classrooms for effective teaching & learning.
* Develop Marketing / Sales strategies & account penetration plans to establish new accounts & expand existing ones.
  + *Achieved 100% of the Sales target in 50% of the time & qualified for the Travel Incentive Plan to Thailand in the year 2009.*
  + *Awarded The Best Sales Manager Pan India for number of schools for the year 2010 - 2011*
  + *Best Area Manager & Team Leader - No 5 Pan India for number of class rooms & schools for 2011 – 12”*
  + *Got 4 promotions in 5 years with increments every year*

**Branch Manager**  **Oct 2006 – Mar 2008**

**BAJAJ AUTO FINANCE LTD *- India’s most diversified NBFC with highest credit rating of FAAA***

* Launched the Brancha in Mangalore from the procurement of office Space, design implementation, to the Team Build up & began operations.
* As profit centre head performed End to End processes like Operations, Sales, Administrations, Security & Overall Supervision.
* Handling the branch objectives for Personal Loan, two wheeler loans, consumer durable, laptop/computer loans & Retention loans.
* Establish relationship with dealers & retail customers for business at an appropriate payout & keep them happy & motivated.
* Branch merchandising co-ordination with marketing at product level
* *Have been South India’s highest loan Shoppe for Open market and retention 4 months in a row*.

**Sr.District Sales Manager**  **Nov 2001 – Sep 2006**

**GETIT INFOSERVICES LTD - *The No 1 Yellow Pages Company by value.***

* Recruited, Trained & Motivated a successful Sales Team of 8 Executives
* Meeting High Net worth customers of BSNL, Selling Advertisement Programs & other Products of Getit like Trust Me, Brand X, Getit Access, Getit B2B/B2C, Getit India Business Book, Getit Indian Exporters Index.
* Prepare the monthly coaching calendar, Performance Monitor, On call Monitor, Field coaching report, post sale interview, call reports of the team.
* Worked in markets of Mangalore, Udupi, Bangalore,Mysore, Hubli, Belgaum, Hassan, Cochin & Jaipur.
  + *Reached a Target Of 112% For The Jaipur Bsnl Telephone Directory, 2002.*
  + *Achieved 105% In The 2006 Canvass Of Mangalore GETIT YELLOW PAGES LTD and qualified for Travel incentive programme to Dubai.*
  + *Was the only District Sales Manager among 8 teams to have zero attrition rate while in the Chennai canvass when the attrition rate was more than 80%.*

**Personal Banker**  **July 1998 – Oct 2001**

**HDFC Bank *- The Market Leader in mortgages & a leading bank by market value***

* Handling a team of 12 sales executives for processing liabilities of the bank (CASA).
* Processing all new account transactions, assisting customers in their selection of various accounts NRI, FCNR & financial services like credit cards, demat accounts & loans.
* Opening, maintaining & closing of all account types; Cross-selling the Bank's products & services;
* Promoting business for the Bank by maintaining good customer relations & referring customers to appropriate staff for new services.
* accepting credit applications & was required to provide leadership training & support to less experienced New Account Representatives & other branch staff members

**EDUCATION:**

* **MBA (Marketing**), Sikkim Manipal University, Manipal
* **Bachelor of Commerce**, Mangalore University 1998