

Yogita Shetty

Mumbra devi arcade diva Mumbai Maharashtra

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Career objective

To obtain a creative and challenging position in the organization that gives me opportunity for self-improvement and leadership while contributing to the symbolic growth of the organization with my technical, innovative and logical skills.

Experience

Yangpoo Executive Education

22nd Nov 2021 - 14th Dec 2022

Sale Manager

Sourcing of potential client/candidate through networking and cold calling. Identifying needs of the client & suggesting a partner NMIMS University program best fit for one's professional requirement. Meeting monthly enrollment targets. Training new business development associates & making them ready for the job. Contribution in devising strategy & chase plan of team and branch's monthly targets.

Jaro Education Pvt Ltd

28th may 2021 - 14th nov 2021

Business development associate

Sourcing of potential client/candidate through networking and cold calling. Identifying needs of the client & suggesting a partner institute program best fit for one's professional requirement. Meeting monthly enrollment targets. Training new business development associates & making them ready for the job. Contribution in devising strategy & chase plan of team and branch's monthly targets.

Ufaber education pvt ltd

Sep 2020- 15th May 2021

Business development associate

Fluent life is online base platform for student from upcoming institutions. Career mentoring is available on tap through our platform and students have an option to apply for English speaking skills
Managing large amounts of inbound and outbound calls in a timely manner
Identifying customers' needs clarify information, research every issue and providing solutions.
Creating demo and closing the student

Board infinity

Sep 2019 –July 2020

Business development associate

Board infinity is a career mentoring, guidance platform for students from upcoming institutions. Career mentoring is available on tap through our platform and students have an option to apply for jobs relevant to their profile.
Managing large amounts of inbound and outbound calls in a timely manner
following call when handling different topics.
Identifying customers' needs clarify information, research every issue and providing solutions.

Q connect

July 2018– aug2019

Business development associate

Managing large amounts of inbound and outbound calls in a timely manner
lead generation

Global direct

Jan 2017-jun 2018

Business development associate

Be involved in the overall application life cycle
Define and communicate technical and design requirements

Education

Tilak Maharashtra Vidyapeeth Pune B.A.Ed. social science 48%	2019
Maharashtra state board senior secondary 46	2016
Karnataka state board higher secondary 58.80	2014

Personal Details

Date of Birth: 13h Oct1998
Marital Status: Single
Proficient Languages: English, Hindi, Marathi, Tami

DECLARATION

I am confident of my ability to work in a team, I hereby declare that the information furnished above is true to the best of my knowledge.

