

SUMIT DORLE

Skilling, Branding, Marketing and Sales Professional

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📍 Pune, Maharashtra



EXPERIENCE

Banquette Manager 03/2010 - 02/2015

Hotel Grace Inn Amravati, Maharashtra

Hotel Grace Inn offering accommodation and catering services

- Menu Planning
- Staff Reporting and duties assignment
- Function Booking and Management
- Corporate Client Tie-Up

Sales Executive (Tour packages) 06/2015 - 02/2016

Purple Travels Nagpur

Purple Travels specializing in tour package services

- Tour Package Designing
- Marketing and Branding of Packages
- Handling Tour Agents of Vidarbha and Marathwada
- Collaboration with Companies, Schools, Colleges for Group Tour Booking

Associate Agency Development Manager 03/2016 - 10/2017

Max Life Insurance Amravati, Maharashtra

Max Life Insurance providing various insurance policies

- Recruitment of Insurance Agent
- Branding and Selling of Insurance Policies

Food & Beverage Trainer PMKK 10/2017 - 06/2019

Orion EduTech Pvt Ltd Amravati, Maharashtra

Orion EduTech focusing on skill development and training

- Mobilization of students for batches
- Counseling of Students
- Training as per the norms of Sector Skill Council
- Coordination with placement team for Pre and Post placement activities
- Taking events like bulk mobilization in rural areas, Gram Sabha, Skill Development awareness activities

Deputy Project Manager 07/2019 - 06/2022

Excelus Learning Solution (Group of Quess Corp Pvt) Nagpur, Maharashtra

Excelus Learning Solutions providing educational services

- Evaluation of Project New Partners and their project projections
- Inviting tenders for Centers amenities and goods
- Handling 18 partners with 28 centers all over Maharashtra
- MOU signing, Target distribution on quarterly basis
- Center visits and surprise audit of vendors and partners centers

Senior Admission Officer 06/2022 - 5/2023

Aakash BYJU'S (Aakash Education Services Limited) Amravati, Maharashtra

Aakash BYJU'S focusing on educational services

- Taking care of Sales/Marketing/Schools tie-up in Amravati District
- Handling team of 10 Sales Executives and counselors
- Daily reporting hurdle of team
- Monthly review of team regarding the Actual vs Achievement
- Planning for street promotion activities with team of promoters
- Taking Care of Admission Process and batch allocation
- Arranging events at school levels, district level
- Work as a coordinator for mega event of company like ANTHE scholarship exam, IACST scholarship exam

SUMMARY

I am an experienced professional in skilling, branding, marketing, and sales with a strong track record in the tourism and education sectors. My expertise lies in team management, effective communication, and significant contributions to organisational success. I have successfully led diverse teams, marketing strategies, and project evaluations, delivering outstanding results in customer engagement and satisfaction.

KEY ACHIEVEMENTS

Increased Hotel Bookings

Developed 25% increase in hotel bookings quarterly by innovative corporate client tie-ups.

Exceeded Sales Targets

Exceeded tour package sales targets by 40% in under a year at Purple Travels.

Improved Student Pass Rates

Led training program improving student pass rates by 30% in skill development sector.

Surpassed Admission Targets

Achieved 150% of admission targets in 2024 at Career Point Kota Institute.

EXPERIENCE

Branch Manager

12/2023 - 08/2024

Career Point Kota Institute

Amravati

- Career Point Kota Institute providing coaching and education
- Leading team of Sales and Operations
 - Approaching Schools and Institutes for tie ups, Seminars and Career guidance programs
 - Taking care of branding and marketing
 - Planning marketing strategy phase wise
 - Doing agreements of Admissions Advisors
 - Taking Reporting and review of Sales team regarding admission as per their given targets
 - Planning of Batch Inceptions
 - In-charge for hiring process
 - Dealing with customer satisfaction
 - Handling operation process

Branch Manager

08/2024 – Till date

IBS (ICFAI Business School)

Pune

- IBS providing business education and training
- Leading team of Sales and Operations of Two Branches
 - Approaching Colleges and Institutes for tie ups and MOU, arranging Seminars and Career guidance programs
 - Taking care of marketing events
 - Planning marketing and sales strategy phase wise
 - Taking Reporting and review of Sales team regarding registration and admission as per their given targets
 - Planning of data procurement
 - Handling administrative work of branches process

EDUCATION

Masters in Tourism Management

01/2009 - 07/2013

IGNOU

New Delhi

Bachelor in Hotel and Tourism Management

01/2006 - 07/2009

YCMOU

Nasik, Maharashtra

Language Known

Marathi
Hindi
English

Personal Information:

Date of Birth: 17/11/1988
Marital Status: Married
Address : Flat no 9, Chaitanya Nagari, shreeram society, warje.