

# SUMIT DORLE

Skilling, Branding, Marketing and Sales Professional

E +91-9730753568 @ sumitdorle489@gmail.com Q LinkedIn/Portfolio  
9 Pune, Maharashtra

## EXPERIENCE

Banquette Manager	03/2010 - 02/2015
<b>Hotel Grace Inn</b>	Amravati, Maharashtra
Hotel Grace Inn offering accommodation and catering services	
<ul style="list-style-type: none"><li>• Menu Planning</li><li>• Staff Reporting and duties assignment</li><li>• Function Booking and Management</li><li>• Corporate Client Tie-Up</li></ul>	
Sales Executive (Tour packages)	06/2015 - 02/2016
<b>Purple Travels</b>	Nagpur
Purple Travels specializing in tour package services	
<ul style="list-style-type: none"><li>• Tour Package Designing</li><li>• Marketing and Branding of Packages</li><li>• Handling Tour Agents of Vidarbha and Marathwada</li><li>• Collaboration with Companies, Schools, Colleges for Group Tour Booking</li></ul>	
Associate Agency Development Manager	03/2016 - 10/2017
<b>Max Life Insurance</b>	Amravati, Maharashtra
Max Life Insurance providing various insurance policies	
<ul style="list-style-type: none"><li>• Recruitment of Insurance Agent</li><li>• Branding and Selling of Insurance Policies</li></ul>	
Food & Beverage Trainer PMKK	10/2017 - 06/2019
<b>Orion EduTech Pvt Ltd</b>	Amravati, Maharashtra
Orion EduTech focusing on skill development and training	
<ul style="list-style-type: none"><li>• Mobilization of students for batches</li><li>• Counseling of Students</li><li>• Training as per the norms of Sector Skill Council</li><li>• Coordination with placement team for Pre and Post placement activities</li><li>• Taking events like bulk mobilization in rural areas, Gram Sabha, Skill Development awareness activities</li></ul>	
Deputy Project Manager	07/2019 - 06/2022
<b>Excelus Learning Solution (Group of Quess Corp Pvt)</b>	Nagpur, Maharashtra
Excelus Learning Solutions providing educational services	
<ul style="list-style-type: none"><li>• Evaluation of Project New Partners and their project projections</li><li>• Inviting tenders for Centers amenities and goods</li><li>• Handling 18 partners with 28 centers all over Maharashtra</li><li>• MOU signing, Target distribution on quarterly basis</li><li>• Center visits and surprise audit of vendors and partners centers</li></ul>	
Senior Admission Officer	06/2022 - 5/2023
<b>Aakash BYJU'S (Aakash Education Services Limited)</b>	Amravati, Maharashtra
Aakash BYJU'S focusing on educational services	
<ul style="list-style-type: none"><li>• Taking care of Sales/Marketing/Schools tie-up in Amravati District</li><li>• Handling team of 10 Sales Executives and counselors</li><li>• Daily reporting hurdle of team</li><li>• Monthly review of team regarding the Actual vs Achievement</li><li>• Planning for street promotion activities with team of promoters</li><li>• Taking Care of Admission Process and batch allocation</li><li>• Arranging events at school levels, district level</li><li>• Work as a coordinator for mega event of company like ANTHE scholarship exam, IACST scholarship exam</li></ul>	



SD

## 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**

<b>Branch Manager</b>	12/2023 - 08/2024
<b>Career Point Kota Institute</b>	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

<b>Branch Manager</b>	08/2024 – Till date
<b>IBS (ICFAI Business School)</b>	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**

<b>Masters in Tourism Management</b>	01/2009 - 07/2013
<b>IGNOU</b>	New Delhi

<b>Bachelor in Hotel and Tourism Management</b>	01/2006 - 07/2009
<b>YCMOU</b>	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.