
Kartik Kavta

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A results-driven leader with 10+ years in sales, business development, and talent management, I excel at connecting talent with opportunities and driving organizational growth. As Placement Head at DeetsDigital, I've spearheaded significant student base growth (1900%) and built impactful placement ecosystems. My mission is to empower individuals and shape future careers through strategic initiatives.

Professional Experience

Deets Digital

07/23 - Present

Training & Placement Head | Program Manager

Expertise in building industry networks and strategic programs to facilitate successful student placements, internships, and career development.

- Strategic placement leadership and corporate relationship management.
- Program operations management and process optimization.
- Student engagement and placement results focused.
- Program development and scaling expertise.

Skill-Lync at Pune

01/22 - 12/22

Inside sales specialist

Experienced in managing the full sales cycle, from initial contact and needs assessment to successful pitching and closing. Dedicated to maintaining accurate CRM records, providing valuable feedback, and driving revenue growth through upselling and cross-selling.

- Make outbound calls, handle inbound inquiries, and follow up on leads.
- Understand customer requirements and pitch suitable products or services.
- Achieve and exceed daily/weekly/monthly sales targets.
- Maintain CRM with accurate records of conversations and status.
- Collaborate with marketing and operations teams to improve conversion rates.
- Provide feedback to improve customer experience and product offerings.
- Upsell and cross-sell when appropriate to maximize revenue.

Unacademy

06/21 - 01/22

Sr Business Development Executive

Driving GPSC course enrollments by identifying leads, understanding student needs, and effectively presenting course benefits. Also involved in building relationships and supporting marketing efforts.

- Identify and generate leads for GPSC exam preparation courses
- Engage with prospective students and understand their needs
- Guide students through the course offerings and benefits
- Close sales and meet monthly enrollment targets
- Build and maintain relationships with students and educational institutions
- Collaborate with marketing teams for lead generation
- Organize webinars, workshops, and demo sessions
- Track and report on sales progress
- Provide feedback on student preferences and market trends
- Assist students with post-enrollment inquiries

Byjus the learning app
Renewal specialist

12/19 - 10/21

Dedicated to engaging existing customers for successful subscription renewals by understanding their needs and providing tailored solutions. Skilled in resolving issues, tracking progress, and ensuring high customer satisfaction.

- Contact and engage with existing customers for subscription renewals
- Understand customer requirements and offer tailored solutions
- Resolve any issues to ensure smooth renewal processes
- Collaborate with sales teams for upsell opportunities
- Track renewal progress and meet targets
- Maintain detailed records in CRM systems
- Address customer feedback and provide solutions
- Provide product demonstrations and updates
- Ensure high levels of customer satisfaction
- Stay updated on company products and services

T-3 Takeoff Transit Travel
Sales and Marketing | Customer Care

08/18 - 09/19

Enthusiastic in promoting travel packages through various channels, generating leads, and fostering relationships with partners. Also dedicated to providing excellent customer care, resolving queries, and ensuring seamless travel experiences.

- Promote travel packages through inbound/outbound calls, emails, and social media.
- Generate and convert leads for domestic and international tours.
- Develop and execute marketing campaigns to boost engagement and visibility.
- Maintain relationships with travel agents, vendors, and corporate clients.
- Track campaign performance and assist in content creation.
- Customer Care
- Handle pre-sale and post-sale customer queries promptly.
- Assist with booking issues, itinerary changes, and general travel support.
- Ensure a smooth and satisfying customer experience.
- Maintain CRM records with client interactions and feedback.

Hero Plastic Industries
Business Development Executive

12/17 - 04/18

Results-oriented professional driving hardware product sales through new business development, strong client relationships, and effective sales strategies.

- Identify new business opportunities for hardware products
- Build and maintain strong client relationships
- Conduct product presentations and demos to prospective clients
- Negotiate contracts and close deals
- Meet and exceed sales targets
- Collaborate with the marketing and product teams for promotional strategies
- Provide after-sales support to clients
- Maintain CRM and sales pipeline data
- Analyze market trends and competitor products
- Participate in trade shows and networking events

Navjeen credit cooperative society
Deputy officer

03/16 - 04/17

Supporting the efficient operation of a credit society by managing member accounts, ensuring regulatory compliance, and facilitating financial transactions.

- Assist in managing daily credit society operations
- Oversee member accounts and financial transactions
- Provide customer support and resolve inquiries
- Monitor compliance with financial regulations
- Prepare reports for audits and management review
- Coordinate with external agencies and auditors
- Maintain financial records
- Assist in loan processing and recovery
- Ensure timely collection of dues
- Manage cash flow and liquidity

Education

Ganpat university
Mechanical Engineering - 6 CGPA

06/13 - 01/18

Key Skills

- Strategic Planning & Execution
- Project Management
- Stakeholder Management
- Communication (Written & Verbal)
- Customer Relationship Management
- Problem-Solving
- Analytical Skills
- Leadership
- Training & Development
- Process Improvement
- Curriculum Development
- Marketing & Outreach
- Sales & Business Development
- Customer Service & Support
- Compliance & Regulatory Knowledge
- Financial Management

Projects

Pouch packaging machine

06/17 - 08/17

- A packaging machine that packs the material according to the weight and requirement which was measured and packed

Interests

- Cricket commentary
- Anchoring and Team activity
- Singing and travelling
- cycling and cricket

References

Ghanisht Dave - General Manager , Deets Digital
ghanisht.dave@deetsdigital.com

Shubham Janaiker - Sales manager , Coca-Cola
7802043369