




SHREY DEEP KAUSHIK

ASSISTANT MANAGER : BUSINESS DEVELOPMENT

“5 years experienced Business Development ,customer support executive with a unique combination of Career Counselor expertise, sales business leadership , effective operations management, Building strong network in Education Industry”

Experience Summary		Products Handled
6 months	Sales & Marketing of software ERP	Printing business software (PBM)
1 years	Lecturer in engineering college	School system software (SSM)
6 months	Technical support	Logistics system software (LBM)
		Vendors dealing (automobile parts)
3 years 9 months	Sales , Marketing , Career Counseling, Operations ,Management , Key responsibility conducting seminars in the school Assuring to maintain relationship with our existing partners and new tie ups for generating the DIRECT REVENUE from them. I am also responsible for Infra Centres of CAREER LAUNCHER.	Under graduation level (LAW,BMS,BBA,HM,BJMC,CA)
One year	Sales , Marketing , Career Counseling, Operations ,Management , Key responsibility Revenue generation through enrolments at Infra Centre Preet vihar of CLAT POSSIBLE	Under graduation level (LAW,BMS,BBA,HM,BJMC)

General Profile

	Father's Name	Mr. Sanjay Kumar
	Nationality	Indian
	DOB	22-oct-1992
	Current Address	H.no. 1/828, Village Khera GT Road ,Shahdara ,Delhi-95
	Degree	Bachelor in Technology
		Uttar Pradesh Technical University, Lucknow, UP
	Native	Shahdara, Delhi, India
	Hobbies	Dancing , Anchoring
		+919711867009 shrey35ec@gmail.com
		 

CURRENT ORGANIZATION (November 2019 to Present)



Possible Education Pvt. Ltd (Assistant Manager)

- Responsible and Handling all Operation work, Sales & Revenue Management at Infra Centre Preet vihar. A crucial remark of the **Team Satyam** for pulling the sales of a new to 16+ lacs in 6 Months at preet vihar.
- Responsible for generating database and then giving enrolments of candidates through putting help desk, collecting Email IDs, pamphlets distribution, sending mails and through references.
- Operation work and Infra centers management at West Region , East Region and North Region.
- Building strong network in Education Industry.
- Competitor sales performance analysis using interconnection data, research and on ground market intelligence.
- Provide the company with Insight and Analysis of all possible commercial business questions.
- Searching feeders and tuition partners at North, East and West region.

LAST ORGANIZATION (11th Dec 2015 to October 2019)



CL Educate Ltd Senior Executive & School Relationship Manager

- Working on India' one of its kind CLAT Residential Program.
- A crucial remark of the team responsible for pulling the sales of a new program to 2.5+ Cr in 3 Months.
- Responsible for generating database and then giving enrolments of candidates through putting help desk, collecting Email IDs, pamphlets distribution, sending mails and through references.
- Coordination with team to have smooth execution of implementation.
- Operation work and Infra centers management at West Region , East Region and North Region.
- Building strong network in Education Industry.
- Competitor sales performance analysis using interconnection data, research and on ground market intelligence.
- Provide the company with Insight and Analysis of all possible commercial business questions.
- Searching feeders and tuition partners at North, East and West region.

LAST ORGANIZATION NAME:- (April 2015 to December 2015)



KATS Infotech Private Limited

Customer Support Executive

Subs: USD 200 Million; A venture of Shree Balaji Group leaders in Logistics, Real Estate, Finance, IT

- Sales executive ERP Sales and Marketing- (Team Size 20)
- Budgeting, Pricing, Proposal, MIS, Management Reporting.
- Coordination with ERP Implementation team to have smooth execution of implementation.
- Dealer & Area performance, commission management.
- Competitor sales performance analysis using interconnection data, research and on ground market intelligence.
- Provide proposal with solid financial modeling (business case development).
- Pre & Post analysis of pricing /products / promotional activities /services.
- Provide the company with Insight and Analysis of all possible commercial business questions.

EDUCATION:-

- 2018-2020 NMIMS Distance (MBA in Marketing & Sales)
- 2010-2014 UPTU (BTECH in ECE)
- 2009-2010 M.M.SR.SC. SCHOOL (XII TH STANDARD)
- 2007-2008 M.M.SR.SEC.SCHOOL (X TH STANDARD)

STRENGTH:-

- Believe in “Leading the team by working with the team”.
- Quick in adopting new technologies.
- Positive attitude. A Self Starter with a Positive attitude.
- Ability to cope up with any kind of environment
- A team player, who sets standards by his innovative leadership style.
- A good listener and a patient human.
- Good communication skills
- Adoptability
- Self-motivated

EXTRA CURRICULAR ACTIVITIES:-

- Winning the Prizes in a College Level Gaming Event & Science Seminar.
- Organizing many events in college and school
- Hosting and anchoring of many cultural programmes

