

SHUBHAM KUMAR

Dear hiring manager sir

I am applying for the above position with your company as it is a role I can exceptionally Well to a High standard in addition to being a Strong communicator and team worker I am the type of person who understands how vital my performance within the role is to the success of your company with my experience in These tasks I think I will be a suitable candidate for your company's requirements please find attached my resume for your reference if I succeed in my application I assure you that I will perform all my duties to an exemplary standard To quickly become a team member who contributes positively to the organisation's objective.

Thank you



SHUBHAM KUMAR

OBJECTIVE

I am looking for the challenging job where I can utilize my talent and knowledge, I want to learn from the organization and growth with organization. "To obtain a challenging position in a recognized company where I can develop my knowledge, abilities and learnings. To find a responsible job opportunity where I can put my learning and skills to good use while contributing to the success of the company.

WORK EXPERIENCE

o Lurning

15/01/2023 - 26/02/2024

Bussienss development associate

1 Year experience As a bussienss development associate

o -

Lurning compnay

Key Roles & Responsibilities:-

Will have to do consultative outbound calls & follow-up calls on a daily basis with prospective students & their parents.

Fix appointments and conduct demo sessions on a daily basis with prospective students & their parents.

Understand Customer profiles & learning problems to explain implications of ineffective learning methods and create the need for Infinity Learn course offerings through a structured Counselling Session with the student and the parents.

Handle Objections and Price Negotiation to generate Sales Revenue.

Learn/Upgrade one's own Product Knowledge, Sales Skills, and market understanding to achieve and exceed growing Sales target

o Vedantu innovation's pvt Ltd

4/03/2024 - 8/05/2024

Academic career counselor

Key Roles & Responsibilities:

Student Counseling: Engage proactively with potential customers through outbound calls. prospective students in-person and over the phone to understand their academic background, career objectives, and learning preferences. Provide personalized guidance on the best courses and learning pathways available for JEE, NEET exams.

Provide personalized guidance on the best courses and learning pathways available for

Enrollment Assistance: Assist students with the enrollment process, including course selection, fee payment, and registration. Follow up with potential leads and encourage them to join the courses.

Performance Tracking: Maintain accurate records of student interactions, counseling outcomes, and conversion rates. Provide periodic reports on the number of enrollments and the effectiveness of counseling efforts.

JEE, NEET exams.

• Respond promptly to assigned leads, showcasing agility.

• Accountable for creating qualified lead funnels for the sales team

Collaborative Approach: Collaborate with the marketing team to participate in promotional activities and events to attract potential students to the Vedantu's live online center.

Excellent Communication: Strona verbal and written

communication skills to effectively interact with students, colleagues, and management.

Counseling Skills: Empathetic and persuasive counseling abilities to understand student needs and guide them towards appropriate course choices.

Knowledge of JEE & NEET Familiarity with the exam patterns, syllabus, and preparation

Sales Orientation: sales-driven approach with the ability to convert potential leads into enrollments through effective counseling.

CONTACT

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utrakhand , 28001

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utm_source=share&utm_cam

SKILLS

- o Active listening skills
- Customer enquiry and response
- Multitasking
- Problem solving
- Time management
- Adaptability
- Gathering information
- Resolving issues
- Customer enquiry and response
- Proficiency in Hindi/Regional Language + English. Zeal for an exciting sales career journey.
- Customer-focused with persuasive abilities
- Punctual confidence
- Knowledge of CRM tool
- Effective Communication
- Product Expertise
- Customer Service
- Business Acumen
- Sales Demoing
- Prospecting
- Collaboration
- Social Selling
- Relationship-Building
- Following Up
- Closing
- Emotional Intelligence
- Challenger Selling
- Technological Savviness
- Honesty
- Collaboration
- Career guidance.
- Mentoring
- Innovation
- Career assessments
- Career counselor
- Relationship management
- Counseling

LANGUAGES

- o Hindi/English

PERSONAL DETAILS

- o Date of Birth : 11/08/1997
- o Marital Status : Single
- o Nationality : Indian
- o Religion : Hindu

EDUCATION

- St Agnes inter College Dehradun/High school/2008-2015
- St Agnes inter College dehradun/ intermediate/2015-2017
- Sai Nath University Jharkhand Ranchi/graduation bachelor of science 2019-2022

- Gender : Male
- Place : Dehradun
uttrakhand

PROFILE SUMMARY

- Profile Summary

I have total 1/5 year experience in sales as Business development associate and distribution In Lurning compnay that's Elearning platform I have also Experience edtech platform for vedantu innovation pvt Ltd as a acadmic career counselor I have 1 month experience B2B sales experience in indiamart compnay

I'm expert in convincing people effectively

I have experience in Creative ideas intonation design crafts and all

I have hands on experience as Admin work

hardworking employees with customer service, multi-tasking and time management abilities devoted to giving every customer a positive and memorable experience ..I have also experience as affiliate partner jobbershub ecommerce marketing company

I have been awarded for sales as star achiever rank and affiliate partner in this company