

Akash Maurya

Contact Information	Address : # 7 23 rd main JP Nagar 2 nd phase, Bangalore 560078 Contact : 91-7838200519 Email : Akash20096@gmail.com
----------------------------	--

Career Objective: Intend to build a career with a challenging and rewarding position in an esteemed organization to learn and utilize my skills and abilities.

Work Experience

5+ Years of total work experience in **Educational Institutes**, B2B,B2C, Corporate Sales, Presentations and Trainings.

Professional Experience

Organization	Tekie (kiwhode learning Pvt. Ltd.)
Product	<ul style="list-style-type: none">• Coding Classes for School (Ecosystem, 1st-12th Class)• Computer science (Digital content , books , Tekie platform)
Work Duration	March 2021 - till now
Designation Responsibilities	Sr.Business development Manager <ul style="list-style-type: none">• Team lead• School Visits , KDM Meetings• Presentations to School management, Chairman, Director, Principal and Teachers.• Negotiation & Finalization of Deal• Target Achievement• Business Growth (Revenue generation)• Client Relationship Management

Organization	Vedantu Innovations Pvt. Ltd.
Product	<ul style="list-style-type: none">• Live classes
Work Duration	July 2020 - till now
Designation Responsibilities	Business development <ul style="list-style-type: none">• Handling live demo.• Target Achievement• Counseling and Enrollment.• Negotiation & Finalization of Deal.

Organization	Extramarks Education India Pvt Ltd.
Product	<ul style="list-style-type: none">• Smart Classroom (Smart board)• Learning App, Tablet (Online)• Live classes (school @Home)• Digital classroom courses (Offline courses)
Work Duration	February 2019 - 31 st March 2020
Designation	Assistant Manager - Bangalore

Responsibilities	<ul style="list-style-type: none"> ● Team Handling of Academic counselors. ● Handling live demo. ● Target Achievement ● Business Growth (Revenue generation) - Learning App, live classes, Tablet, Digital classroom courses. ● Counseling and Enrollment. ● Negotiation & Finalization of Deal (Digital classroom courses, Learning App, Tablet). ● Client Relationship Management ● Presentations to School management, Chairman, Director, Principal and Teachers. ● Reference business from existing customers. ● Updating Database ● Daily reporting in the designated template (MIS)
Organization	Amity institute for competitive Examinations. New Delhi
Product	<ul style="list-style-type: none"> ● Competitive Examinations online program. ● Online access (Online Courses) ● Classroom program
Work Duration	January 2017-February 2019
Designation	Marketing Executive
Responsibilities	<ul style="list-style-type: none"> ● Counseling and Enrollment for different programs of Amity. ● Handling demo. ● Customer Relationship Management. ● Business Growth -Counseling and converting leads into admissions in different courses running at Amity institute. ● Product Marketing - Meets the Principals, Exam coordinator, and School management for the conducting Amity talent Hunt Examination, career counseling seminar. ● Plan for marketing activities, Branding strategies. ● Target Achievement ● Updating Database ● Daily reporting in the designated template

Professional Expertise

Business Development	<ul style="list-style-type: none"> ● Efficiently coordinating and providing support to team ● Conceptualizing & implementing sales & support plans for the organization and ensuring accomplishment of business goals. ● Exploring potential business avenues, meeting pre-set revenue, collection & profitability targets. ● Analyzing marketing trends.
Marketing	<ul style="list-style-type: none"> ● Conducting events/seminars, Identifying target audience. ● Attending events, conferences and generating leads. . ● Sending bulk survey emails for prospects. ● Designing product presentation, fliers and brochure. ● BTL and ATL activity ● Society Activities and School Activities ● Tracking competitors' activities and providing valuable inputs for product enhancement and fine tuning sales and marketing activities.

Customer Relationship Management

- Initiating, developing & maintaining relationships with key decision makers for business development.
- Maintaining healthy business relations with customer, enhancing customer satisfaction matrices by achieving delivery & service quality
- Dealing with customer complaints & achieving high customer satisfaction through effective execution of support management systems.

Academic Performance

Degree	Year of Passing	Branch	University
B.Tech	2017	Computer science & Engg.	Noida International University
Sr. Secondary	2012	Intermediate of science	U P Board

Personal Details

Name	Akash Maurya
Father's Name	Rajendra Maurya
Date of birth	21 th Feb, 1996
Languages Known	English, Hindi, Panjabi
Gender	Male
Marital Status	Unmarried

I declare hereby, that all the information furnished above is correct to the best of my knowledge.

Akash Maurya
