

Himanshu Shankar

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Education

Dr. Shyama Prasad Mukherjee University, Master of Business Administration

June 2022 – May 2024

Specialisation: Marketing and Minor Finance

CGPA: 9/10.0

- **Coursework:** Marketing Management, Financial Analysis

Experience

Senior Pre-Sales Associate, Byju's , Ranchi

Sept 2022 – March 2023

- After one year of outstanding performance, I was promoted to Senior Pre-Sales Associate.
- Provided guidance and mentorship to junior associates, helping them improve their sales techniques and achieve their targets.
- Played a key role in developing and implementing sales strategies to maximize revenue.

Pre Sales Associate, Byju's , Ranchi

Sept 2021 – Aug 2022

- Skillfully worked with initially uninterested leads, employing persuasive techniques to secure meetings and opportunities.
- Addressed and resolved customer issues related to course sales, ensuring customer satisfaction and loyalty.
- Focused on generating revenue for the company by converting potential leads into sales.
- Consistently met and exceeded weekly sales targets, contributing to the company's overall growth.

Skills

- **Leadership:** Promoted to Senior Pre-Sales Associate after one year, demonstrating the ability to lead and motivate the team to achieve sales targets..
- **Strategic Thinking:** Developed strategies to convert rejected leads into successful sales meetings, contributing significantly to the company's revenue growth.
- **Analytical Skills:** Consistently ranked among the top 5 students in the MBA program with a 9+ CGPA, showcasing strong analytical abilities and a deep understanding of business concepts.
- **Problem-Solving:** Tackled customer issues related to course sales efficiently, providing effective solutions and enhancing customer satisfaction.
- **Financial Acumen:** Generated significant revenue for the company by achieving weekly sales targets and understanding financial impacts of sales activities.

Project

Organization Study at Indigo Paints Ltd

- Conducted a comprehensive 45-day Organization Study at Indigo Paints Ltd, interacting extensively with employees across various departments to understand their roles and functions within the organization.
- Prepared a detailed report encompassing the organizational structure, departmental procedures, and functions, providing insights into the industry and company profile, including their objectives.
- Conducted SWOT analysis to evaluate Indigo Paints Ltd's strengths, weaknesses, opportunities, and threats, contributing to strategic recommendations.
- Presented findings on the company's management structure, operational processes, and departmental workings, culminating in observations and actionable recommendations for organizational enhancement.