

AKSHAY KUMAR MISHRA

BUSINESS TEAM

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Summary

Results-driven and dynamic Business Development Professional with a proven track record in End to End Sales, post-sales services, client retention, and revenue generation. Skilled in market analysis, data management, and team leadership. Proficient in utilizing tools such as Salesforce, Leadsquared, Ameyo, SlashRTC and Tableau. Strong leadership, project management, and customer relationship management skills. Holds a Bachelor of Engineering degree in Computer Science.

Work Experience

K-12 Techno Services Pvt. Ltd.

(01 Jan 24 - Present) INDORE

Business Development Manager

Roles and Responsibilities:

- Taking care of Pre-Sales, Sales & Post Sales activities.
- Identifying and pursuing new business opportunities, establishing partnership/tie-up with educational institutions.
- Creating and implementing sales strategies
- Conducting market research and collaborating with the team to promote services.
- Managing client relationships.
- Managing the team member of 22 People (PRO+PRM).
- Ensuring Admission in Orchids International School through branch walk-in, Home counselling.
- Sales and leads/data collection Target Achievement on a weekly basis.
- Conducted business analysis to identify market trends and utilized them for strategic development.
- Taking Care of all BTL Activities including RWA, D2D and other Activities.
- Develop Field Marketing plans, Event plans.

THINK & LEARN Pvt. Ltd.

Indore

BUSINESS OPS (SERVICE COUNSELOR)

15/02/2022 – 31/12/23

Achievements/Tasks

- Successfully managed post-sales services and maintained strong relationships with 350+ clients.
- Achieved a retention rate of 90% and 87% in renewals through effective customer relationship management.
- Conducted market mapping and created assets for business development.
- Utilized Tableau for data analysis and KPI management, Salesforce for data management, Leadsquared for sales report management, and Ameyo for inbound and outbound calls.

VEDANTU INNOVATIONS Pvt. Ltd.

Indore

TEAM LEADER (BUSINESS DEVELOPMENT MANAGER)

05/2020 - 01/2022

Achievements/Tasks

- Hire and train, suitable candidates for the sales profile (business development associates).
- Led a team of 14 business development associates, resulting in 6 promotions to team leader positions (Test prep category).
- Consistently achieved 90% to 95% targets for weekly and monthly revenue generation.
- Evaluated team members' performance and provided regular growth opportunities.
- Help them to conduct the counseling sessions and how to close the sales on-spot.
- Conducted business analysis to identify market trends and utilized them for strategic development.

Achievements/Tasks

- Generated revenue through inbound and outbound leads, home visit for counselling session (K12 & TEST PREP CATEGORY)
- Effectively utilizing counseling sessions and product pitching through FOS & WAVE- White Board Audio and Visuals Environment.
- Successfully achieved KPIs and revenue targets through FOS

Education

Indore Institute of Science & Technology

BACHELORS OF ENGINEERING (Computer Science)

07/2014 - 06/2018

Skills

Sales, Retention, Business Development, Team Handling, Customer Relationship Management, Self-Motivated. Optimistic, Leadsquare, Ameyo, SlashRTC, Salesforce, Google Sheet, Tableau.

Hobbies

Bike Riding
Running