



Ajit Kumar Chaudhary

Senior Program Manager- Inside Sales #Edtech#B2C



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 8951394730

I am an enthusiastic, Self-motivated, reliable, responsible and hard working personality. I am a mature team worker and adaptable to all the challenging situations.

I am able to work well in both team environments as well as using my own initiative.

Profile Summary

Motivated Sales Associate with 10 Years of experience boosting sales in the edtech industry and customer loyalty through trusted service. Resourceful expert at learning customer needs, directing to sales and upselling to meet sales targets. Committed to strengthening customer experience with positivity and professionalism when answering requests and processing sales.

Education

B.Com, Commerce

Lalit Narayan Mithila University - Darbhanga, Bihar, 2013

Employment History

May 2022
Present

Senior Program Manager- Inside Sales
#Edtech#B2C
GeekLurn Edutech Services Pvt. Ltd - Bengaluru, Karnataka

- Working as a Counsellor-Student Manager
- Calling 100 to 150 calls everyday.
- Selling trending professional courses Data Science, Data Analysis, Business Analytics.
- Monthly revenue target 10 to 15 lakhs
- Achieved over 85 to 110% Sales each months
- Top performer of the Month- February2023

January 2019
January 2022

Senior Manager-Inside Sales
UpGrad Jeet (The Gate Academy Pvt Ltd) - Bengaluru

- Was working as senior Manager- Inside Sales With the team size 15 to 20 Taking care of complete Inside sales business of the Company, New business development & Sales operation , Online Sales, PAN India.
- Sales training, soft skills training, .CRM

Key Skills

Business Development
★★★★★

Ownership
★★★★★

Marketing & Sales improvement
★★★★★

Pressure Handling
★★★★★

Team Motivation
★★★★★

New Ideas
★★★★★

Technical Skills

MS Word MS Excel MS PowerPoint

LeadSquared SMC LMS Google sheets

Microsoft Office Suite

Personal Information

Date of Birth	4th March 1990
Gender	Male
Address	J P Nagar Bengaluru (Karnataka) Pin-56078
City	J P Nagar, Bengaluru
Country	India
Marital Status	Married

training (LeadSquared, LMS, CMS..)

- Sales call audit & Sales Improvement.
- Product Training-GATE, SSC JE, RRB JE, NTPC.

December
2014
December
2018

Asst. Manager(Counsellor)- Student Relations
THE GATE ACADEMY PVT LTD

- Worked as a Counsellor-Student Relations
- Was calling 100 to 150 calls everyday.
- Selling the Distance learning courses Exam Prep for GATE, SSC JE, RRB JE, NTPC.
- Monthly revenue target 6 to 10 lakhs
- Achieved over 120% Sales each months

November
2013
December
2014

Technical Support Executive
**Kochar Infotech Limited- Bengaluru,
Karnataka**

- MTS Data Support.
- Handling Customer Query.
- Convincing new leads into sales

Courses & Certifications

- **Diploma in Computer Applications**

Awards / Achievements

The Star Performer of the Month- March 2019

THE GATE ACADEMY
Inside Sales Manager- Achieved Team Target 74Lakhs

The Star Performer of the Month- Aug 2017

THE GATE ACADEMY
Asst. Manager- Student Relations-For Highest Revenue

Best Counselor Inside Sales in 2016

THE GATE ACADEMY
Inside Sales Counselor-Student Relations- For Highest Revenue

Top performer of the Month- February 2023

Total revenue of 17 lakhs in the month