

# Chitesh Gupta

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## ACADEMIC PERFORMANCE

<u>University</u>	<u>Examination/De gree</u>	<u>Year</u>	<u>CGPA</u>
West Bengal University of Technology	Bachelor of Business Administration(H)	2015-2018	6.97

## WORK EXPERIENCE

- Senior Admissions Counsellor | Pesto Tech | Sept'22 – Dec'22:

Dealt with the aspects seeking out new sales opportunities, pitching the company's educational programs to potential customers and closing deals to meet sales targets. The role included- building strong relationships with clients, identifying market trends, and providing feedback to the product team to enhance the product offerings. The role also required developing and executing sales strategies, managing customer accounts, and collaborating with cross-functional teams to achieve business objectives.

- Admissions Counsellor | Scaler Academy - InterviewBit | Oct'21 – Sept'22:

Focused on customer acquisition, identifying prospective clients and generating needs. Providing them with all services offered and additional presentations as needed. The role included the responsibility for creating and executing sales plans, analysing market trends, and providing feedback to the product team on customer needs and preferences to improve the product offerings. Dealt with various Software development profiles to help them get the right kind of growth and transition.

- Senior Business Development Associate | Vedantu Innovations | June'20 - Oct'21:

The role focused mainly on lead generation and prospect management. This required meeting with potential clients and providing them with all services offered, maintaining relationships and achieving sales targets to drive customer acquisition, retention, and revenue growth.

- **Business Development Associate | BYJU'S – The Learning App | Jun'19 - June'20:**

The primary responsibility was to identify prospective clients, and then generate needs and provide them with all services offered and additional presentations as needed, and work with them to create solutions for their needs and consult throughout the sales process.