

KHUSHBOO SOHARA

Location: - Bangalore

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Phone: - 8983508145

Enterprising Business Development & Sales Professional carrying nearly 5+ years of demonstrated ability to cultivate relationships with customers and new business partnerships, managing legacy accounts relationships and increasing customer satisfaction.

KEY SKILLS

- **Business Development**
- **Customer Relations Management**
- **Lead Generation**
- **Service Agreements**

- **Sales Support and Coordination**
- **Customer Service Excellence**
- **Pricing Structure**
- **Inbound and Outbound Calling**

EMPLOYMENTGRAPH

Simplilearn

August 2021- till date

Simplilearn is a learning platform for working professionals focused on career enhancement and upscaling. Features include goal-based learning, Live lectures from industries experts, case studies, capstone projects, and test papers.

Senior Learning Consultant

Mumbai-Bangalore

Key Responsibilities:

- **Handling USA market campaign planning and database generation and qualification of potential customers.**
- **Perform effective online meetings to the prospects and communicate effectively with customers & prospects on service offerings.**
- **Connecting more customer in Sales funnel by engaging them through various leads.**
- **Responsible for counselling session to College Students, working professional who are looking for career growth.**
- **Keep abreast of competition, competitive issues, and industry news.**
- **Learning new programs, tools etc to understand the need of a customer.**

Byju's (Think & Learn PVT. LTD.)

Jan 2021- August 2021

Byju's is an after-school learning application for students focused on school curriculum and entrance examination. Features include goal-based learning, adaptive question practice, performance report, concept sheets, and previous year questions.

Academic Consultant

Mumbai-Bangalore

Key Responsibilities:

- **Handling India market campaign planning and database generation and qualification of potential customers.**

- Perform effective online demos to the prospects and communicate effectively with customers & prospects on service offerings.
- Connecting more customer in Sales funnel by engaging them through various leads.
- Responsible for counselling session to College Students, working people who is preparing for UPSC exams.
- Spreading awareness about education in rural people.
- Counselling sessions with parents.
- Keep abreast of competition, competitive issues, and industry news.
- Learning news Analysis, Polity etc to understand the need of an Aspirant.

TOPPR TECHNOLOGIES PVT. LTD.

Academic Consultant & BD Manager

Sept 2018- Jan 2021

Mumbai-Gurgaon

Toppr is an after-school learning application for students focused on school curriculum and entrance examination. Features include goal-based learning, adaptive question practice, performance report, concept sheets, and previous year questions.

Key Responsibilities:

- Supporting Management in developing strategies to develop and improve business of Toppr as well as increase more conversion.
- Handling India, Middle East and SE Asia market campaign planning and database generation and qualification of potential customers.
- Lead generation through e-mail marketing, cold calling, and social networking.
- Perform effective online demos to the prospects and communicate effectively with customers & prospects on service offerings.
- Connecting more customer in Sales funnel by engaging them through various leads.
- Team management by providing quick services to team as well as clients and ensure to complete of target in time.
- Responsible for counselling session to school children, scaling up business operations in new Uber Project.
- Spreading awareness about education in rural people.
- Counselling sessions with parents.
- Keep abreast of competition, competitive issues, and industry news.

Lester Info service Pvt. Ltd.

Deputy Manager – Business Development

July 2016- Aug 2018

Mumbai

Lester is a technology solutions provider that focuses on the American and European markets,

Key Responsibilities:

- Managed Market: North America and Europe.
- Scheduled demo meetings through cold calling and email campaigning.
- Closed the deal of \$350K from single account, closed 6 accounts in 3 months, Up selling the services to existing account making it \$100K revenue account for each year.

- Developed and implemented best practices for client interaction, sales, and services for the various technical offerings, leading the team in becoming clients' trusted technical solutions.
- Created plans through which maximum revenue could be generated from new & existing accounts.
- Collaborated with sales and marketing departments to support business objectives and client acquisition
- Developed and managed sales collaterals like PowerPoint presentations, pricing sheets, reports etc.

EDUCATIONAL QUALIFICATION

- ✓ Diploma In Business Management- 2019 -2021
- ✓ Bachelor of Commerce: Accounts & Finance — 2013-15.
- ✓ HSC MH XII from Maharashtra State Board — 2012.
- ✓ SSC MH X from Maharashtra State Board — 2010.

EXTRA CURRICULAR ACHIEVEMENTS

- ✓ First in Running in inter-school competition.
- ✓ First in Handwriting in inter-school competition.
- ✓ First in allocation competition in Lester.
- ✓ Employee of the month continuous for one year in Toppr.
- ✓ Runner up in inter- college Chess competition.
- ✓ First in Inter- College Debate competition.

IT SKILLS

- ✓ Basic knowledge of computer, Microsoft Office suites, Google sheet, Duo, Email etc.

LANGUAGE PROFICIENCY

- ✓ English, Hindi, Marathi, Gujarati, Bhojpuri, Bengali, Sindhi.