

Sachin Shukla

Rz 101, New Roshanpura, Najafgarh, New Delhi-110043

9650455059

sachinshukla30011997@gmail.com

Objective

Results-driven sales professional with over 5 years of experience in lead generation, qualification, and customer service. Skilled in communication and client relationship management, I aim to leverage my expertise to drive sales growth and contribute to the success of your organization in a dynamic sales role.

Experience

- **Masters' Union** Oct 2024 - Working
Admission Counselor
 - Guide prospective students in selecting programs aligned with their career goals and Masters' Union's vision of bridging academia with industry.
 - Provide detailed counseling on admission processes, program benefits, eligibility, and financial aid options.
 - Assess applicant profiles to recommend tailored academic pathways and support the preparation of compelling application materials.
 - Address inquiries regarding program structures while promoting Masters' Union's innovative and industry-focused curriculum.
 - Maintain accurate records of applicant interactions and progress to ensure a seamless admissions experience.
- **Univo Education Pvt Ltd (Amity University, Dubai)** Oct 2023 - Sep 2024
Senior Career Counselor
 - Counsel the students regarding the educational course and program selection and admission requirements through inbound and outbound calls.
 - Collaborate closely with the cross-functional teams, working in tandem to meet and exceed sales targets and objectives.
 - Maintain accurate and comprehensive records of the leads, sales activities and student interactions, ensuring data integrity.
 - As a senior counsellor, mentoring junior counsellors, help them improve their counselling techniques and ensuring they meet their individual targets.
 - Maintaining accurate records of student interactions, admission status, and conversion rates in CRM systems and generating reports for management.
- **Byjus** Apr 2022 - Sep 2023
Senior Business Development Associate
 - Connect with potential customers, setup meetings, counsel the students on byju's unique way of learning and assist them to become premium subscriber.
 - Collaborate with the business team to identify new business opportunities, develop sales strategies and expand the company's customer base.
 - Work closely with the marketing team to align sales and marketing efforts to generate leads, and drive brand awareness.
 - Maintain strong relationship with the key customers, ensuring their satisfaction.
 - Stay updated with the industry trends, competitors and market conditions to effectively position our products and services in the market.
 - Completed supersonic course for the managerial role at byju's with efficiency and excelling marks.
- **Paramount Universal Pvt Ltd (FMCG)** May 2019 - Mar 2022
Sales Associate
 - Worked closely with clients to understand unique needs and specific requirements.
 - Manage the sales cycle from prospect to closing independently, discuss progress with management, and develop solutions to improve the closing ratio.
 - Analyse the territory/market potential and track sales and the status of the reports.
 - Supply management with reports on customer needs, problems, interests, competition and potential for new products.
 - Participating in promotional activities, such as special events, product launches, or discounts to boost sales.

- Working towards achieving assigned sales targets and quotas on a monthly or quarterly basis by closing deals and signing new clients.

Education

Course / Degree	School / University	Grade / Score	Year
High School	Akanksha High School	87.34%	2012
Intermediate	Akanksha High School	89.20%	2014
Bachelor of Science	CSJM University	65.33%	2019
Diploma In Elementary Education	SCERT Delhi	71.5%	2018
CCC (Course On Computer Concept)	NIELIT	A Grade	

Skills

- MS Office
- Familiarity with BRM & CRM
- Excellent selling, Negotiation and Communication skills
- Finance processes & portal usage
- Business to Business (B to B) & Business to Customer expertise (B to C)

Personal Details

- Date of Birth : 30/01/1997
- Marital Status : Single

Software

- Leadsquared
- Orderhive
- Achieve
- Zimyo
- Finance Portal - Avanse, Eduvanz, Techfino, ABFL