

EDUCATION

Diploma/Degree	Year	Institution	CGPA/%
PGDM	2011-13	Indian Institute of Management Calcutta	5.43/9
B.Tech	2006-10	JNTU, Andhra Pradesh	72.41%
Class XII	2005-06	Board of Intermediate Education, AP	89.50%
Class X	2003-04	Board of Secondary Education, AP	84.33%

PROFESSIONAL EXPERIENCE

CL Educate Pvt. Ltd.

May'19 - Present

Senior Manager cum Faculty – QA & LRDI

- Faculty of Quantitative Aptitude, LRDI for CAT students. Conduct GDPI sessions & mentor students for B-School admissions
- Handle Digital marketing activities viz. Google Ads, Facebook/Instagram campaigns. Manage Graphic Design work
- Manage Centre Operations – admissions, revenue, material management

Endeavor Careers Pvt. Ltd.

Jan'18 - Apr'19

Regional Manager – Academics and Marketing

- Mentor students for CAT and other MBA entrance exams; Teach Quantitative Aptitude and LRDI for CAT students
- Lead a team of Marketing managers and implement marketing activities. Conduct seminars and workshops in colleges and schools

IMS Learning Resources Pvt. Ltd.

Dec'16 - Oct'17

Lead Mentor

- Teach QA& LRDI, conduct workshops, GDPI sessions for CAT students. Create study plans and provide one-to-one mentoring
- Plan and execute student engagement events such as seminars and workshops in colleges based in Kolkata

XSEED Education Pvt. Ltd.

May'16 - Sep'16

Market Manager

- Lead business development teams in three districts of Telangana State. Manage marketing events in the assigned territory
- Manage complete sales cycle - lead generation, customer acquisition, engagement, collection and after sales service

Grofers India Pvt. Ltd.

Dec'15 - Mar'16

Senior Deputy Manager

- Head of City Business Development team; Responsible for driving merchandise value growth and revenues in Kolkata
- Responsible for driving category growth, launching and building new categories and executing promotional events

RS Software (India) Ltd.

May'13 - Nov'15

Assistant Manager

- Initiate and achieve process improvement across departments in line with company's strategic goals
- Provide resource utilization and workforce analysis to leadership team
- Implement cost optimization measures such as identifying best pricing for equipment purchase, advancing air ticket booking

Skills: Teaching, Marketing, Business Development, Data Analysis, Python, Machine Learning