

Ramni RanjanKumar

Deputy Manager

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JOB OBJECTIVE In quest of professional enrichment opportunities in Sales / Service Operations, Business Development with reputed organization.

Location Preference: Anywhere in India

PROFILE SUMMARY : A competent professional with experience of more than eight years in Sales & Marketing, Business Development In Education industry. Proficient in contributing towards enhancing business volumes & growth by achieving profitability Met with School principals and give them a presentation about concept and covered all the schools in Chandigarh, Ambala, ,Patiala, ,Solan, ,Kasauli, Rohtak, Siliguri , Sikkim ,Alipurduar, CoochBehar, Malda ,Darjeeling & Mirik. Possess excellent communication, interpersonal, presentation, motivational and negotiation skills

Skills

Compiled data for the preparation of the status report to the Senior Management and Regional Manager – Sales on monthly basis, weekly basis & Daily basis

Played significant role in Providing education solutions to parents and students for enhance their Skills.

Successfully tapped Schools with requirement of Solutions that helps management to take their schools to new level

Give motivational Speeches to students to achieve anything in there life .

Took required feedback from schools to enhance the existing solution .

Business development expertise

Sales expertise

Business Development

Strong team-builder

Marketing Strategies.

Work History

2023-03 to till date

Deputy Manager (Business Development)
Allen Career Institute, Siliguri

- Boosted sales and customer loyalty through Team meetings programs.
- Met deadlines by proactively managing individual and team tasks and streamlining processes.
Resolved various issues impacting sales management and business operations.
Launched new training program to boost employee skills and staff retention rate

- Assessed employee performance and developed improvement plans.
- Generated financial and operational reports to assist management with business strategy.
- Gathered and reviewed parents feedback to improve operations.
- Engaged employees in business processes with positive motivational techniques.
- Approaching school management for Tallent Ex form for scholarship exam and Bulk admissions from there. Need to go to student's home, counsel them and generate admission from there.

2022-10 to 02-2023

Branch Manager

Narayana Caoching Centre, Kanpur

- Boosted sales and customer loyalty through Team meetings programs.
- Met deadlines by proactively managing individual and team tasks and streamlining processes.
- Resolved various issues impacting sales management and business operations.
- Launched new training program to boost employee skills and staff retention rate.
- Assessed employee performance and developed improvement plans.
- Enhanced branch production rates by handling staff conflicts, evaluations, hiring and termination processes and coaching employees on company protocol and payroll operations.
- Generated financial and operational reports to assist management with business strategy.
- Gathered and reviewed parents feedback to improve operations.
- Maintained friendly and professional customer interactions.
- Engaged employees in business processes with positive motivational techniques.

2019-11 to 2022-10

Asst. Manager (Classroom)

Aakash Educational Services Limited, Narnaul

- Conducted for all ATL/BTL activity for data collection and awareness about our Institute
- Had word with parent's time to time for discussing about students performance Visit and build a relation with principals for feedback of their students' performance as well as taking references for new admissions
- Approaching school management for ANTHE form and Bulk Admissions from there Need to go to student's home, counsel them and generate admission from there
- Achieving self-target as well as Team target on fortnightly as well as monthly basis
- Taking seminars in schools for data collection

2017-10 to 11-2019

Territory Sales Manager

AAKASH DIGITAL, ROHTAK

- Conducting lots of scholarship test of ANTHE in Schools for students
- Met with students for career counseling who is confused
- Met with parents counseled them for Medical and Non Medical
- Met with the schools to have our study material for the students
- Taking care of Branch need and manage the academic part like as to solve out students issue or arrangements of doubt session, operations related issue etc

2015-01 to 2017-09

BUSINESS DEVELOPMENT MANAGER

RAO IIT ACADEMY, KOTA

- Conducting lots of scholarship test of RISE in Schools for students
- Met with students for career counseling who is confused
- Met with parents counseled them for Medical and Non-Medical

Met with schools to have our study material for students

- Taking care of Branch need and manage academic part like as to solve out students issue or arrangements of doubt session, operations related issue

2014-01 to 2015-01

BDE

Dr. Pardeep's EIITJEE, Chandigarh

- Conducting lots of seminar in Schools for students
- Met with students for career counseling who is confused
- Met with parents counseled them for Medical and Non-Medical
- Met with schools to have study material for students
- Met with principal for weekend classes for competitive preparation of Medical and Non-Medical
- Participated in team-building activities to enhance working relationships

Education

2009-05 - 2012-02

B-Sc: IT

NIIT ,Delhi - New Delhi

2007-04 - 2009-03

12th

S.P.M College - Bihar Sharif, BR

GPA: 63

2006-02 - 2007-01

10th

High School Beldar Bigha - Rajgir, BR

GPA: 60

Languages

English, Hindi & Punjabi

Hobbies

Travelling, Playing Cricket, Listening to music, Reading ,Learning Languages
Narayana Institute, Kanpur