

ROHIT KAPSHEY

SR. CONSULTANT BUSINESS DEVELOPMENT



+91 7379647436



rohit.kapshey01@gmail.com



Lucknow, India



linkedin.com/in/rohit-kapshey-6528971b3

About Me

To secure a challenging Sales and Marketing position with a dynamic organization that offers opportunities for growth, utilizes my strong communication and leadership skills, and allows me to contribute to the company's success through innovative sales and marketing strategies.

Experience

Henry Harvin Educations India LLP | Oct 2022 - Present

Sr. Business Development | Noida, India

Advise students/ parents for their learning needs through structured Counseling Sessions. Fix appointments and conduct online demo sessions on a daily basis including follow up sessions.

Extramarks Education India Pvt Ltd. | Oct 2021 - Sept 2022

Business Development Executive | Varanasi, India

Will have to do consultative outbound calls & follow up calls on a daily basis with prospective students & their parents. - Fix appointments and conduct demo sessions on a daily basis with prospective students & their parents.

Gopalji Cashew Industries | June 2019 - Nov 2020

Sales Officer | Lucknow, India

Agreeing sales, prices, contracts and payments. Meeting sales targets. Promoting new products and any special deals. Advising customers about delivery schedules and after-sales service.

Education

Post Graduation Diploma in Management | 2020 - 2022

ITS, Mohan Nagar, Ghaziabad | Marketing and Operations

Bachelor of Business Administration | 2016 - 2019

University Of Lucknow | Business Administration

Language

- English
- Hindi
- Marathi

Expertise

- Sales Strategy
- Developing Franchises
- Strategic thinking
- Customer relationship management
- Market research and analysis
- Negotiation skills

Certificates

- Advance Excel
- Digital Marketing from Udemy
- Mepro8 certification from Pearson