

Contact

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Profile

I am a dedicated Electrical Engineer with a passion for guiding students towards academic success. With hands-on experience in B2B sales and online counselling, I excel in developing client relationships and strategic planning to drive growth. My role in educational institutions has honed my ability to provide personalized guidance, ensuring students achieve their academic and career goals.

Professional Experience

Motion Education Private Limited– Kota, Rajasthan (Nov 2024-Present)
Role: Academic Counselor/Student Advisor

- **Sales Achievement:** Successfully met and exceeded admission targets for JEE and NEET coaching programs.
- **Lead Generation:** Generated leads through outreach activities, school visits, and community events.
- **Conversion Rate:** Maintained a high conversion rate of inquiries to enrolled students.

Career Point Limited – Kota, Rajasthan (Aug 2023-Oct 2024)
Role: Admission Counselor
A leading educational institution with a focus on preparing students for competitive examinations.

- Experienced in B2B franchise sales and online counselling for JEE/NEET students, driving growth and guiding academic success.
- Provided comprehensive online counseling for foundation, JEE, and NEET students, offering personalized academic guidance and support.
- Successfully developed and managed franchise partnerships, driving business growth and expanding market reach.
- Executed strategic sales and counseling plans, contributing to the overall success and objectives of the organization.
- Conducted one-on-one Zoom counselling sessions with students and parents for JEE, NEET.

MAAC Institute Kota, Rajasthan (Mar 2022-Aug 2023)
Role: Admission Counsellor
An animation and multimedia training institute.

- Guided students on graphic and animation course details and career paths.
- Offered personalized counselling to match students' skills and aspirations.

Parcham Institute of Excellence Kota, Rajasthan (Jan 2021 - Feb 2022)
Role: Foundation Teacher (Mathematics) Class 9th/10th

Education

B-Tech in Electrical Engineering
May 2018
RAJASTHAN TECHNICAL UNIVERSITY
– KOTA, RJ

Post Graduate Certification
In Ret Banking
INSTITUTE OF PROFESSIONAL BANKING
(IPB)

KEY ACHIEVEMENTS

Boosted Franchise Sales

Increased franchise sales by 20% within 6 months through strategic planning and client engagement.

Enhanced Student Outcomes

Successfully counselled over 300 students, improving their academic performance in national exams.

Innovative Counselling Strategy
Developed a new counselling strategy, increasing student enrolment by 15% in one year.

Certifications

Professional Banking
Indian Railway