

# RESUME

## MANISH YADAV

Krishna Nagar, Lucknow

Mob. No. : +91 8178450964

E-mail : manishyadav8178450964@gmail.com

### CAREER OBJECTIVE:-

Seeking for a job to pursue a highly rewarding career and healthy work environment where I can utilize my skills and knowledge efficiently for the organizational growth.

### ACADEMIC QUALIFICATION :-

- ✓ **High School** from U.P. Board.
- ✓ **Intermediate** from U.P. Board.
- ✓ **B.Sc. Hotel Management (HMCTT)** from Punjab Technical University.

### WORK EXPERIENCE :-

- ✓ **1<sup>st</sup> Aug. 2021 to till now - Manager (Sales & Marketing)**
- ✓ **Gravity Classes Lucknow**

#### Roles & Responsibilities

- Visiting CBSE, ICSE and State Board Schools in my assigned territory.
- Conduction of Career Counseling workshop focusing JEE, NEET and other competitive exams.
- Planning and executions of various A.T.L. and B.T.L. activities.
- Involved in structured career counseling.
- Co-ordination and execution of school integrated program from representing gravating classes.
- Increasing center awareness and walking by doing various activities like training of B.D.E.'s, Apartments activities, Canopy activity in front of school and personal references.
- Assigning admission advisor for increasing sales.
- Handling B.D.A. and ensuring achievement on monthly basis.
- Coordinate with center staff to ensure smooth enrollment process.
- Implement targeted marketing and promotional activities.
- Address customer queries and concern promptly.
- Report directly to the Regional Manager on progress and challenges.

- ✓ **Dec. 2020 to Aug. 2021 - Assistant Manager**
- ✓ **Aakash Educational Pvt. Ltd. (AEPL) Aakash Digital**

#### Roles & Responsibilities

- Responsible for handling customer new business development.
- Provide them counseling for NEET UG and JEE exam.

- Managed marketing campaigns to create data and promote products and services through local coaching events, school contact programs, and educational fairs.
- Following up on sales calls and collections, achieving weekly and monthly sales targets assigned by State head.
- Conduct market research to support territory specific sales and marketing strategies.

✓ **Oct. 2016 to Dec. 2020 – Team Leader**

✓ **Denave India Pvt. Ltd. (Google India Campaign)**

**Roles & Responsibilities**

- Pixel, Google Home, Google Nest, Home Automation.
- Handling MBO & GT through channel sales trade in entire Gurugram Region.
- Stock Replenishment, Acquisition on-boarding new Retailer for maximizing sales growth.
- Visiting and managing existing customers for payment advises.
- Enquiry generation from clients and generating the type of business.

✓ **July 2012 to Oct. 2016 – Event Executive**

✓ **Multiplier**

**Roles & Responsibilities**

- Conference Exhibition wedding parties, theme parties, MICE events, public gathering, ATL & BTL activates.
- Successfully organized various big events like PEDICON, GO GREEN, AWARDS SERIMONY, FOOTMAC AGRA, DABAR PROCTER AND GAMBLE, HINDUSTAN UNILIVER, LIVEWIRE, LG SAMSUNG clients management.
- Worked for conductive and sustainable growth for clients.
- Visiting and managing existing customer for payment advises.

**PERSONAL DETAILS:-**

<b>Date of Birth</b>	:	17 <sup>th</sup> July, 1989
<b>Father's Name</b>	:	Mr. Ram Kawal Singh Yadav
<b>Gender</b>	:	Male
<b>Marital Status</b>	:	Married
<b>Nationality</b>	:	Indian
<b>Language</b>	:	Hindi & English

**DECLARATION :-**

I hereby declare that all the information given above are true and correct the best of my knowledge and belief.

**Date :**

**Place :**

**( MANISH YADAV )**