

ANSHUL RAJPUT

STUDENT SUCCESS SPECIALIST

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Date of Birth: 10/27/1996
Gender: Female
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CHAND, BIJNOR, U.P.
Nationality: India

Experienced Student Success Specialist & Business Development Associate with a proven track record of success in building relationships with clients and creating innovative strategies to drive revenue growth. Possess strong communication and problem-solving skills, as well as a deep understanding of the industry and customer needs. Skilled in developing and executing sales plans, creating promotional materials, and delivering presentations to potential clients.

Work Experience

May 2023 - September 2023	BUSINESS DEVELOPMENT ASSOCIATE(BDA) BYJU'S	Noida, U.P
• Promote BYJU's learning solutions and products to potential customers, including parents and students, by conducting presentations and demonstrations. • contacting the potential customers (parents & students) to set up meetings and counsel the students on learning pedagogies and the BYJU's personalised learning journey. • Inside Sales. • Client Interaction. • Generate leads through various marketing activities, such as cold calling, networking, and referrals. • Achieve sales targets and contribute to the overall growth of the company. Participating in team-building exercises can improve working relationships. • maintained an up-to-date, comprehensive CRM system, aiding sales life cycle monitoring and progression. • Surpassed sales and customer service targets consistently exceeded established. • Built and nurtured positive productive relationships with operational teams to aid abilities in meeting clients demands		
October 2023 - Till Date	STUDENT SUCCESS SPECIALIST-IRT BYJU'S	Noida, U.P
• Mentor the students assigned to you throughout their BYJU's journey by ensuring the product and content. • Guide the students throughout their academic journey by directing them to the right resources, valuable content, and academic learning. • Leverage multiple communication channels (call chats, video) to mentor and engage with students and parents • Closely monitor and analyze students's performance dashboards to chart their overall progress. • Use the dashboards to share a progress report with students and parents regularly. Drive students's academic and extra-curricular success and performance through constant motivation & counseling. • Give parents and students the freedom to interact with and make the most of the app. • Under the direction of your managers, make sure that the daily, weekly, and monthly goals are met. • engaged with clients to deliver exceptional service and learn more about their needs.		

- Engaging in team-building activities can enhance professional relationships.
- handled customer complaints and informed the manager of significant issues. determined issues, carried out data analysis, and suggested solutions.
- Actively listened to customers to fully understand requests and address concerns.
- maximized customer engagement and satisfaction by delivering excellent customer service.
- Built and maintained courteous and effective working relationships.
- Managed complaints with calm, clear communication and problem-solving.
- Operated tills to accurately process cash and credit card transactions.

Education

August 2021 - July 2023	Finance, Sales & Marketing - UTTARANCHAL UNIVERSITY MBA	DEHRADUN, UTTRAKHAND.
August 2016 - July 2019	Finance, Sales & Marketing - BFIT GROUP OF INSTITUTIONS BBA	DEHRADUN, UTTRAKHAND.
April 2015 - July 2016	COMMERCE - R. K.PUBLIC SCHOOL Senior Secondary School Certificate (SSCE)	DEOBAND, U.P.
April 2012 - July 2013	SCIENCE - MODERN ERA PUBLIC SCHOOL Secondary School	BIJNOR, U.P.

Certificate

March 2020	APTECH COMPUTER EDUCATION:- Accounts Pro - Computerized Financial Accounting course completion -Certificate
December 2019	APTECH COMPUTER EDUCATION Computer Fundamentals, Microsoft Office and Internet -Certificate
August 2018	UJVNL(UTTARAKHAND JAL VIDYUT NIGAM LIMITED DEHRADUN) Finance Training completion While Pursuing BBA - Certificate
August 2022	UJVN(UTTRAKAHND JAL VIDYUT NIGAM LIMITED DEHRADUN) Finance Tanning completion Pursuing MBA- Certificate

Skills

Power Point

Ms Word

Excel

Customer Service

Time Management

Client Handling And Conversation

Have Good Command And Presentation Skill

Business Develpoment

Language

HINDI

ENGLISH

Referees

Available on Request