



# AAKASH P.BAISHYA

## TERRITORY MANAGER

### PERSONAL PROFILE

Professional Business Developer with more than 6 years of experience in the Business Development Processes. Involved in Product Testing, Sales Management, Team Leadership and Development of New Business Opportunities.

Seeking assignments in the role of Corporate Sales with an organization of high repute.

### WORK EXPERIENCE

#### Territory Manager

JAYPEE BROTHERS medical publishers | Sept 2021 - Till date

- Currently working in the role of Territory Manager Manager with Diginerve (a brand of JAYPEE BROTHERS medical publishers responsible for visiting Medical Colleges in Delhi -NCR)
- Generating revenue through subscriptions by appointing and working with Student Advisors in every Medical College, handle the duty of Team Leader as well. Also Regularly meeting concerned College Administration Body for Sponsorships and Marketing Affairs, webinars in College Fests

#### Business Development Manager

Prepladder (Acquired by Unacademy) | Jan 2020 - Sept 2021

- Currently working in the role of Business Development Manager cum Team Leader with PrepLadder Pvt. Ltd. (a Brand of Sorting Hat Technologies Private Limited) responsible for visiting Medical Colleges in Delhi -NCR
- Generating revenue through subscriptions by appointing and working with Student Advisors in every Medical College, handle the duty of Team Leader as well.
- Also Regularly meeting concerned College Administration Body for Sponsorships and Marketing Affairs in College Fests and to install Prepladder Smart Library (A set of 5 tabs with charging station containing Prepladder content) in the Library of the Medical Colleges..

#### Business Development Manager

(EduSocial Digital Solutions Pvt. Ltd | July 2019-Jan 2020)

- Worked in the role of Business Development Manager with EduSocial Digital Solutions Pvt. Ltd
- Responsibilities includes selling Scholarspace brand LMS, ERP and CMS solution to Schools, Colleges and Universities via cold calling appointments with the Principals
- Making partnership with Vendors and Resellers and get the business (B2B and B2C)

### CONTACT ME AT

 <https://bit.ly/mydelhilocation>

 [aakashboom@gmail.com](mailto:aakashboom@gmail.com)

 9870268398, 8882339361

 <https://www.linkedin.com/in/akash-paran-baishya-1494a3107/>

### SKILLS SUMMARY

- Business Strategy and Development
- Business-to-Business (B2B)
- Sales & Marketing
- E-Learning
- B2C
- Inside Sales

### ACCOLADES RECEIVED

 Best Sales manager award to KONFLUENCE by Kotak Old Mutual life insurance for giving a Business of Rs 1 Crore +.

 Top 5 BDM in Sales figure pan India in Prepladder for the last 1 year

 Best Team leader in ICICI Bank Regional Processing Group

## SCHOLASTICS

📖 B. Tech. in Electrical Engineering from National Institute of Technology, Silchar

📖 AISSCE from K.V. Khanapara 2003

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## INTERPERSONAL SKILLS

📖 Leadership

📖 Public Speaking

📖 Problem Solving

📖 Relationship Building

📖 Written Communication

📖 Sales Presentations

📖 Negotiation

## TOOLS & TECHNOLOGIES

📖 Microsoft Excel

## CHARACTER REFERENCES

Ankur Ratwaya  
Product Manager  
Bada Business  
7014839225

Ali Surti  
Business Development Manager  
Prepladder  
96013 45715

### Business Development Manager

Emerging India Educational Services Ltd| Dec-2018-Aug-2019

- Worked in the role of Deputy Manager at Emerging India Educational Services Ltd (A Data Analytics Training, Staffing and Consultancy company)
- Responsibilities included cold calling and Making appointments with Principal, Directors of Schools, Colleges and Universities for Conducting Seminars on Data Science, cold calling
- Making appointments and converting lead to enrollment for Data Science courses through leads available from enquiries via different social media, google adwords, sulekha.com, shiksha.com etc.

### Sales Manager

Kotak Old Mutual life insurance| Apr 2011-Dec 2012

- Having served in Sales Manager in Kotak Old Mutual life insurance for the 1 year 7 months-Responsibilities included-Recruiting Insurance Agents, training them to pass the Insurance Agent certificate exam and get the business from them via accompanying and helping in getting appointments with customers and closing the deals.
- Best Sales manager award to KONFLUENCE by Kotak Old Mutual life insurance for giving a Business of Rs 50 lakh +.
- Acquired sound understanding in devising effective strategies for augmenting business, identifying and penetrating new market segments, promoting products for business excellence track record of consistently achieving sales & recovery targets; identifying high yielding services through influential negotiations.

### Assistant Manager

ICICI Bank|(Oct 2008-Dec 2010)

- Having served in ICICI BANK, Chandigarh/Guwahati as Team Leader in Account Opening at Regional Processing Centre and Currency Management Centre, Also helping branches in selling third party products and opening saving accounts, Guwahati-Total 2 years 1 month experience

### Teaching Experience in IITJEE Mathematics

Guidance Classes| Jan 2013 -Feb 2018

- Post 5 years Teaching experience in Mathematics IITJEE with GUIDANCE CLASSES 58/1 Kalu Sarai, opp. Sarvapriya Vihar, New Delhi - 16

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