



Dronaksh Bhati

An Articulate and quick thinking individual who has a natural flair for the ability to communicate and build relationships with potential clients. I am a motivated and result oriented person, presently looking for a challenging role in a growing organization.



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Jodhpur, India



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SKILLS

Interpersonal Skills

Communication

Negotiations

Emotional Intelligence

LANGUAGES

Hindi
Full Professional Proficiency

English
Full Professional Proficiency

INTEREST

Trading

Travel

Reading

Sports

WORK EXPERIENCE

Training Operations Manager Aarlon Software Solutions

04/2019 - 09/2020

Bangalore

Achievements/Tasks

- Managed corporate training operations.
- Implementing trainer onboarding process.
- Handled Technical Recruitment for the Organization

Business Development Asst. Manager Extramarks Education India Pvt Ltd

12/2018 - 03/2019

Hyderabad

Achievements/Tasks

- Handled direct sales for Extramarks' tablet learning program.
- Handled converting generated leads and closing the deal in real time
- Generated highest Sales for more than 3 weeks

Business Development Executive Byju's the Learning App

05/2017 - 11/2018

Noida

Achievements/Tasks

- Started as a Sales Associate where I handled direct sales for the Byjus tablet learning program where the KPIs included calling and fixing meetings with generated leads, meeting prospective customers, and closing the deal in real-time
- I was promoted to Special Sales Marketing campaign of the company which included apartment and Direct Sales inbound campaigns.
- Mentored a team of 6 individuals and directly managed their Sales Performance.
- Achieved the targets consistently for more than 6 months.

INTERNSHIPS

SEO for Desgnypresentation (09/2016 - 01/2017)

- Desgnypresentation is a PowerPoint presentation design firm. Mainly did Off-page SEO for this project, which included regular posting on various social media profiles like Facebook, Twitter, etc. along with other social bookmarking sites.

EDUCATION

Bachelor of Engineering M.S Ramaiah Institute of technology

07/2011 - 07/2015

Courses

- Mechanical Engineering

Certificate Course for Handicraft Export Management EPCH

07/2020 - 11/2021