

## SAURABH JAISWAL

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### CAREER OBJECTIVE

Energetic, enthusiastic, and tireless management professional seeks position with your organisation in stronger sales growth of entire team. Team leader with proven history of growth and expansion looking to turn a great group of people into an outstanding team that meets all goals.

### Conspectus

- ⇒ 6 years plus of experience in Business Management.
- ⇒ Knowledge of major operating systems like MS Word, Excel, PowerPoint and the Internet.
- ⇒ An effective communicator with excellent relationship building & interpersonal skills. Strong analytical, problem solving & organisational abilities with a flexible & detail oriented attitude.
- ⇒ Team Handling with great enthusiasm.
- ⇒ Made sure team under me gets on next level by professionally training them.

### KEYSKILL

- ⇒ Business Development
- ⇒ Client/ Vendor Co-ordination
- ⇒ Negotiation
- ⇒ MIS
- ⇒ Communication
- ⇒ Customer Services
- ⇒ Problem Solving
- ⇒ Team Player
- ⇒ Planning And Organising.
- ⇒ People Management.
- ⇒ Training

### WORK EXPERIENCE

**Aakash Edu-tech Pvt Ltd**  
**Assistant Team leader**

**Aug 2018 - Till Date**

Aakash EduTech Private Limited (AEPL) is an online learning platform that caters to the K12 segment and also offers comprehensive online test preparation services for students preparing for Medical and Engineering Entrance Examinations. A subsidiary of the prestigious AESL group (Aakash Educational Services Limited), AEPL comprises two distinct divisions namely, Aakash Digital and Meritnation.

Meritnation is India's 1st online learning platform for school students with over 2.5 crore students across CBSE, ICSE and leading state boards. It uses the power of technology to deliver personalised

& engaging content to nurture the student's learning curve. The first to launch Live Classes in 2014, today Meritnation's Live Class platform connects the best teachers in India with students, from the safety and comfort of their homes. It also offers 'Self- Study' courses, where the learner studies at his own pace with the help of a variety of study resources ranging from concept videos to tests & smart reports.

Achievements :

- Build an Ideal Team for Mumbai branch.
- Awarded as best Team Manager multiple time (Pan India Ranking).
- Played a key role in terms of revenue generation.
- Showed a growth of 30% and above company target.
- Showed way forward to the associate and made sure they get promoted to next level.
- Promoted 2 associate in span of 1 year for next level.
- Handled team and guided them to achieve their targets & successfully delivered results in absence of managers.

**Toppr Technologies Pvt Ltd**  
**Asst Team Coach**

**Jan 2017 – July 2018**

Toppr is one of the leading ed-tech platforms in India. It's vision is to effectively personalise education using technology.

A group of extremely passionate team of engineers, educators, and designers – making consistent strides in product innovation to enhance user engagement. Cater to the individual learning styles of candidates preparing for various school and board examinations, olympiads, and scholarship tests. Additionally, Enable preparation for engineering and medical entrance tests as competitive as JEE and NEET.

Achievements :

- Extraordinary performed throughout the journey.
- Started 1<sup>st</sup> month as Pan India Ranker.
- Played a key role in terms of revenue generation.
- Build an excellent relation with Manager.
- Won every contest organised by management
- Got promoted to next level.
- Handled team and guided them to achieve their targets & successfully delivered results.

**TinyOwl Technology Pvt Ltd**  
**Sales Associate**

**Feb-2013 -Nov-2015**

TinyOwl is a Mumbai-based company founded by IITB alumni in 2013. Recently, Runner and TinyOwl have joined forces to form an on-demand food delivery app that promises nothing short of a magical experience. With a fleet of over 5000 Runners across 10 Indian cities, several teams dedicated to constantly bringing in upgrades in technology, we've mastered the product delivery game over the year.

- Meet assigned revenue targets by generating business from new and existing clients  
Constant interaction and meetings with the existing clients to enhance requirements on a day
- Associating with new vendors.
- Ensuring that all data request from other departments are timely fulfilled.
- Maintaining work logs of the team and ensuring that the targets are completed.
- Conducting training of new trainees as well as others as per need.

Achievements :

- Played a key role in terms of revenue generation.
- Build an excellent relation with Manager.
- Got promoted to next level.
- Handled team and guided them to achieve their targets & successfully delivered results.

### ACADEMIC QUALIFICATION

- Bachelors in Management Studies (BMS) from Mumbai University, Mumbai.
- Higher Secondary Certificate (HSC) from Maharashtra University, Mumbai.
- Secondary School Certificate (SSC) from Maharashtra University.

### PERSONAL PROFILE

- Name : Saurabh Jaiswal
- Father's Name : Mr. Ajay Jaiswal
- Birth Date : 11th Oct 1993
- Marital Status : Single
- Sex : Male
- Nationality : Indian
- Hobbies : Gaming, Watching movies, Listening music, Hangout.

### DECLARATION

I hereby declare that all the information provided above is correct and accurate to the best of my knowledge.

Place :

Date :

(Saurabh Jaiswal)