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- More than 20 years of experience in Sales, Marketing and Operations
- Worked for education and Insurance industries.
- Management of Team across Regions & India.
- Handled High Net worth Individuals (HNI), corporate clients and government institutions.
- Experience in Liaoning & Public relation. with Government (State. and Central), International and National Universities.
- Experience to generate business through relationship building.
- Possess excellent people management skills
- Ability to meet deadlines and improve profitability.
- Always eager to learn new things from anyone in origination/Team meets
- Positive attitude, Relationship Building, Hard work, never give up is my strength .
- Short tempered is my weakness.
- Experience worked with Government with High profile.

Professional experience -

Currently working as Associate partner with Job connect, Place the students in required industry. Arrange job fair across the Maharashtra.

June,2019 to Current

Institute of Advanced Network Technology (IANT)- (September,2018 to May,2019)

Centre Manager

Majorly responsible for-

- Sales,(Inside/ Outside)
- Centre Administration
- Center Operation
- Course Delivery
- Students Placement
- Trainer up gradation
- Manage students Exams.
- **Achievement-**
- Start placement activity in the company & Placed more 75 students in companies.
- Successfully conducted students International certification examinations.& pass out maximum students.
- Generated admission through students reference. & done 30 admissions.
- My center is No ONE in Placement.
- Drop students make live and join to course again.
- Look after TWO centers.
- Tie up with companies for placement.

Times of India group(Times pro Learning)- (Dec 2017 to Mar 2018)
Assistant Manager Business Development

- Promotional activity of courses with Event Management Vendor.
 - Conducting seminars at commerce, Engineering, MBA Colleges , etc.
 - Conducting counseling sessions for Students.
 - Tie up with Companies for placement of students.
 - Joint call with Senior Team Member.
 - Delivering introductory presentations to clients
 - Sales Responsibility
- Achievement**
- New joining of 15 Alternate channel Partner,
Made alive 3 old Channel Partner
- By solving their problem with origination start working for organization.

Edusharp finishing School Pvt. Ltd-(Jan 2016 to Nov 2017)

Business Development Manager-

- Sales & Marketing responsibility in Maharashtra.
 - Liaoning with government and private organizations (schools & Colleges).
 - Providing after sale service. Arrangement of counseling sessions.
 - Presentation to Principals, Trustees, Governments officials..
 - Skill development proposal submitted to Ministry of skill development in Maharashtra.
- Achievement-**
- Tie-up with all engineering colleges across the India through (ISTE). Almost 3500 colleges.
 - Big achievement. Modern education society Maharashtra, Bangalore Engineering college, Karnataka State.

ELENA Technologist Pvt. Ltd.- (Feb 2015 to Dec 2015)

Regional Manager Sales-

- Major responsibility of managing the sales, marketing in Maharashtra.
- Software Business Development in corporate
- Coordination with clients.
- Provided after sales service Marketing & Promotion of Software & Hard ware product.
- Promotion of Software products.
- Maintenance of good rapport with old clients.
- Generated leads from existing clients and MIS report on Monthly basis.
- Motivation of sales team, arrangement of sales training for them.
- New Business Development. Daily meetings with sales Team.
- Weekly review of Sales Team. Joint call with sales team member.
- Design Incentive structure for sales Team.
- Hire and develop sales staff.
- Manage customer expectations and contribute to a high level of customer satisfaction. Provide detailed and accurate sales forecasting.

- Coordination with operation dept. as well as with Technical dept.

Achievement-

Business done of Hardware & Software of Rs 15 lacks.

Indian Knowledge Corporation Ltd (June 2006 to Jan 2015)

Senior Manager– Corporate Relations (2010 to Jan. 2015)

- Business development with Indian universities along with State Government Education departments.
- Managing the sales, marketing and operations teams Northern and Western Region
- Setting up distance learning programs
- Coordination with authors and content developers to develop study material as per the DEC guidelines, Maintain documents related to subject/ Author/Institutes.
- Maintain all files, Authors agreement of authors, Maintain author payments details in excel.
- Develop & maintain relationship with Authors.

Center Coordinator at Corporate Office (2007 -2008)

- Coordination with 14 centers across the Maharashtra.
- Monitoring and auditing centers in Maharashtra.
- Academic as well as placements of students.
- Upgrading to Faculties.
- Develop & maintain relation ship with parental bodies.

Center Head, Pune (2006- 2007)

- Center management, course marketing, and admissions.
- Course scheduling, fee collections, operations.
- Lectures for insurance & banking Marketing.
- Event management for increasing admissions.
- Arrange guest lectures & arrange industrial visit.
- Placement of Students.

Achievements-

- Business logged in worth 12 cr during tenure.
- Signed up with Yog Karta University Indonesia,
- Tied up with North Maharashtra University Jalgaon.
- Maharashtra State Vocational education Board, Mumbai.
- Played an important role in tying up the Indian Army project.
- Tied up with DTE & DVET Government Organization.
- Pune center achieved 688 admissions for Hotel
- Management program with a total fees collection of Rs 1.5 Cr..
- Achieved the highest number of admissions for a course for a single calendar year.
- Tie up with SGBAU University. Amravati.
- Tie up with BAOU, Ahmadabad.

- Coordination with our team players & University for smooth function.
- Successfully done operations across the Maharashtra for Academic support etc.

Bajaj Allianz Life Insurance –(June2005 – June 2006)

Manager- Sales

- Business development with HNI and corporate clients.
- Coordination with back office Recruitment of insurance advisors.
- Trained to Advisor as per IRDA guideline.
- Joint call with Advisor.
- Arrange new product training for Advisor.
- Solve Advisor technical & financial (commission)problem.

Achievements -

- Achieved 5.6 lakhs of business in one financial year.
- Logged premium of Rs. 10 lakhs for unit gain premier plan.
- Total business logged in was Rs. 11, 50,000-in Dec. 2005.
- Ranked third among 40 Sales Managers. Jan, 2006 logged in 3,66,700-regular premium.

ANAND RATHI GROUP, PUNE (Jan 2004-May 2005)

Assistant Sales Manager- Business Development

- Managing a team of 5 sales executives.
- Coordination with life insurance & general insurance companies for proposals and issuing of policies.
- Arrange new product training for executives.
- Joint sales call with executive.

Achievements -

- Exceeded sales targets for non-life insurance covers for 2 wheeler insurance.
- Pune Branch was ranked no 1 in insurance product sales.(Tata Aig Lic)

LIFE INSURANCE CORPN.NAGPUR (Jan 1999 to Dec 2003)

Career Agent

- Generating new business and developing existing clients.
- Sale of pension plans like Jeevan Surkasha, Key Man Insurance, Jeevan Shree.
- Developing sales from government and Business segments.
- Coordinating with operations Department.

Achievements-

- Sold over 80 policies for pension plans like Jeevan Surkasha,,Jeevan Dhara,Jeevan Akshay in the first year after joining.
- Awarded SHATAKVIR Agent by LIC,India.

Education

Course	University	Year
M.Phil (Commerce)	Nagpur University	2001
M.Com. Professional	Nagpur University	2000
B.Com	Nagpur University	1998
Computer – MS Office		

(Prasad G. Munje)