

# VANSH JALALI

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## Summary

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Searching and acquiring a management position by gaining experience, utilizing education, and applying leadership for the overall benefit of the organisation and self-growth, coming with strong prioritization skill and the ability to be effective under pressure

## Skills

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Customer Service · Good communication · Advance excel · SEMrush · Ahrefs · Google Ads · Google Analytics · Email Marketing · Social Media Marketing · Blogger · Wordpress · ChatGPT · MailChimp

## Experience

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GrayQuest Education Finance Pvt. Ltd. Delhi NCR

**Jr. Key Account Manager** 08/2023 - 09/2023

- New Client Acquisition: Prospecting potential customers, tapping new Education Institutes (Institutes, Colleges and Universities)
- Initiating and developing relationships with key decision makers in with institute/college/school/university admission officers.
- Selling products or service offering to those clients.
- Managing a client's portfolio.
- Managing sales process.
- Follow up of sales and arranging online meetings.
- Promoting the company and its product/service.
- Build and maintain relationships with key people in the education industry and liaising with relevant colleges/institutes

GrayQuest Education Finance Pvt. Ltd. Delhi NCR

**Growth Associate** 05/2022 - 08/2023

- To contribute to converting parents to use monthly payment facility.
- Resolve customer complaints via phone or email.
- Regular follow up with customer to ensure their technical and refund issues are resolved.
- Providing a deep knowledge of the company's range of products to customer.
- Maintain records of all sales leads.
- Objection handling and managing different situations during the call
- Overlooking branding of the company at the college/school level.
- Creation of weekly/monthly reports on excel for the leadership
- Assist in training sales executives.

## Education

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Trikuta Degree College - University of Jammu

Bachelor of Commerce - Business Commerce/General 2018 - 2021

Govt. Mixed Higher Secondary School - Jammu

Commerce 2017 - 2018

## Courses & Certificates

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Microsoft Excel - Beginner to Advance in MS Excel — [Udemy](#) .

Digital Marketing — [Internshala Trainings](#)

