

**RAHUL SHARMA**

**MALE**

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## **ACADEMIC QUALIFICATIONS**

<b>Year</b>	<b>Degree</b>	<b>Institute</b>	<b>CGPA/Percentage</b>
2017-19	MBA (Marketing & Operations)	Lovely Professional University, Phagwara	74%
2017	B.Tech ( Mechanical Engineering)	Lovely Professional University, Phagwara	6.26/10

## **WORK EXPERINCE**

### **US Recruitment Specialist**

**Tutree**

**AUG 27,2023\_JAN 28, 2024**

#### **Job Responsibilities:**

- Respond promptly on call or chat or email professional through inbound and outbound leads.
- Responsible to provide excellent customer service, solving questions and queries of customers.
- I act as a recruiter and helping people in getting jobs.

## **WORK EXPERINCE**

### **Senior Education Counsellor In Byju's**

**BYJU'S (BDT)**

**DEC 25,2022\_APR 25,2023**

#### **DAILY WORK:- "Consumer Buying Interest In Education"**

- To identify the student academic status and parent profession.
- To generate need for counseling session over the phone call.
- To conduct counseling session on the Zoom application along with student and parents.
- Conduct student test and suggest suitable Byju's course according student performance .

## **WORK EXPERINCE**

### **Max Bupa Health Insurance (JUL 15, 2020\_JAN 02, 2022)**

#### **Project Title:- "Consumer Buying Behaviour In Health Insurance"**

- To identify the buyers status and profession.
- To describe product and pricing strategies.
- To know the consumer's satisfaction about the product features and pricing.
- To maintain a regular relationship with most potential customers for collecting more references.

## **LIVE PROJECT**

### **Square Yards (JAN 15,2019\_JUL 16,2019)**

#### **Project Title : "Consumer Buying Behaviour In Real Estate" •**

To identify the buyers status and profession.

- To describe product and pricing strategies.
- To know the consumer's satisfaction about the price.
- To maintain a regular relationship with most potential customers.

**SUMMER INTERNSHIP**                      **MakeMyTrip(India) PVT.LTD. (MAY 28, 2018\_ JUL 17, 2018)**

**Topic:- "APP PROMOTION AND MARKET SURVY"**

- Analysed the customer behaviour on buying the holiday package i.e Holiday Ambassador App.
- Create awareness among 688 potential clients regarding offering and benefits of our App as well as provide better descriptions according to client requirement.
- Achieved target of 486 new downloads with the target market.
- Responsible for promoting the company's reach in given location.





