



ASHISH HOODA

HEAD OF SALES

PERSONAL PROFILE

With 13+ years in global business enterprises, I specialize in international standards, addressing unique concerns. Proficient in business operations and customer relations, I drive businesses to achieve maximum profitability.

CONTACT INFORMATION

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PERSONAL DETAILS

D.O.B.: 13th March 1990

Gender: Male

Address: Gurgaon, Haryana

KEY SKILLS

Leading & Collaboration | Active Listening | Team Management | Problem Solving | Persuasiveness & Convincing | Business Acumen | Commercial Awareness |

EDUCATION BACKGROUND

Master of Business Administration

- Completed MBA in Marketing and Finance in 2015.

Bachelor of Arts

- Completed B.A. in 2010.

PROFESSIONAL WORKING EXPERIENCE

Synergy University Hub (Head of Sales)

Dec 2023- Till Date

Roles and Responsibilities

- Lead and motivate the sales team.
- Develop and execute sales strategies aligned with university goals.
- Build strong relationships with students, parents, and corporate clients.
- Set targets, monitor KPIs, and analyze data for continuous improvement.
- Manage the sales budget efficiently.
- Align sales efforts with marketing initiatives.
- Provide ongoing training to enhance team skills.
- Lead negotiations with clients and partners.
- Utilize analytics for informed decision-making.

Inflection Point Ventures (Manager-BD)

May 2022- July 2023

Roles and Responsibilities

- Handling events and B2B sales team and guide them to achieve their targets as per the KPIs.
- Handling a specialized B2B project focused on partnerships with wealth managers.
- Develop and execute business development strategies in line with organizational goals.
- Collaborate with marketing to create targeted campaigns for lead generation.
- Cultivate relationships with key stakeholders, including HNIs, CXOs, CFOs, partners, and influencers.
- Conduct negotiations and deal structuring for strategic partnerships.
- Develop event plans, timelines, and budgets for seamless execution.
- Participate in industry events and conferences to broaden professional network.

Teleperformance-DIBS (Operations)

June 2021- April 2022

Roles and Responsibilities

- Analyze customer service data to identify and resolve service issues, enhancing the overall customer experience.
- Create effective customer service scripts, improving representatives' inquiry handling skills.
- Maintain adherence to customer service standards and corporate policies, ensuring high customer satisfaction.

AWARDS & RECOGNITIONS

- Recognized as the Outstanding Team Leader in the region for Brand Whyte and Mackay in 2015.
- Acknowledged for achieving the Best Growth Rate Team in the region for Brand Whyte and Mackay in 2015.
- Earned the Employee of the Month Award at Teleperformance-DIBS in November 2021.
- Commended for excellence in successfully launching the Premier+ Program in 2022.

INTEREST AND HOBBIES

Movies | Cooking

MRS Pvt. Ltd. (Co- Founder)

July 2017- March 2021

Roles and Responsibilities

- Explore expansion possibilities, such as launching new locations or collaborating with established food brands.
- Enforce rigorous food safety protocols consistently.
- Develop and oversee the financial budget for the cloud kitchen, including revenue forecasting and expense management.
- Conduct accurate and efficient transaction processing within established timeframes.
- Supervise the store personnel and help them to manage the food orders.

Choko La (Store Manager)

March 2017- June 2017

Roles and Responsibilities

- Manage daily store operations, ensuring seamless functionality and exceptional customer service.
- Achieve store revenue targets by implementing effective sales strategies and promotions.
- Recruit, train, and supervise store personnel, cultivating a positive workplace atmosphere and promoting teamwork.
- Establish performance objectives, conduct routine performance assessments, and offer constructive feedback.

Delhi Duty Free Services (TL- Whyte & Mackey)

Aug 2012- Nov 2016

Roles and Responsibilities

- Supervise and guide a team to meet their KPI-driven targets.
- Develop and facilitated team-building activities to foster collaboration and improve team performance.
- Develop and implement staff training programs to ensure team members had the skills and knowledge needed to perform their role.
- Resolve team conflict and disagreements.

The Oberoi Hotel (Financial Assistant)

Sept 2009- March 2012

Roles and Responsibilities

- Analyze and report on key financial metrics, allowing for more informed decision-making by management.
- Prepare financial statements for internal and external reporting, ensuring accuracy and timeliness.
- Reconcile complex accounts and identified discrepancies. Perform daily auditing of inventory records to ensure accuracy and completeness.
- Manage accounts payable and receivable.