

CURRICULAM VITAE

Akshay Sasankar

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Objective:-

To obtain a challenging and responsible position in the industry, where I can make maximum utilization of my Knowledge at full potential. I will strive towards being in the top quartile of my group through sincerity, Dedication and hard work

Previously working in Byjus as on post of Senior Centre sales Associate in Sales from 30 may 2022 to 12 dec 2023

Experience: - (Total Exp more than 4 Yrs. 1 Months in sales)

1. In BAJAJ STEEL AS A CNC OPERATOR (1 year experience)
2. Anshika fasteners pvt limited - AS PRODUCTION SUPERVISOR (for 8th months)
3. WITH ALL JOBS AS A PART TIME , I WAS ALSO WORKING IN SALES ON FIELD JOB
 - 1.-IN PALKHI E STORE
 - 2.-MY FLOWER VILLA
 - 3.- VIDHARB GREEN ENERGY PVT
4. In Byjus (think and learn pvt limited)join as on post of Business Development Associate (BDA) in Sales Since may 30, 2022

☒ Fixing and conducting effective meetings with the prospects B2C

to meet revenue for achieving the individual revenue target of 37+ lac in total Journey.

☒ Identifying various potential market areas in the State of Maharashtra.

☒ Developing optimal strategies and proper market research to build a business in new areas.

☒ Optimum utilization of leads to generate targeted revenue from a different region.

From 30 may 2022 to 12 dec 2023 Handling Sales growth ,Activity for

Nagpur , Amravati ,Gondia, Bhandara, Chandrapur, Yavatmal, Wardha Bhuldhana Region.

Current Roles & Responsibilities: -

- ☒ Heading teams across 2 different regions like Rest of Maharashtra.
- ☒ Managing 100+ Consumer.
- ☒ Ensure the timely Execution of Guideline,
- ☒ Leading the appointment, training & development

- ☒ Ensuring 100% call Coverage
- ☒ Monitor performances and provide feedback for improvements.
- ☒ Execution of proper offers and creative to boosting in the market.
- ☒ To take regular follow-up regarding Sales .
- ☒ Responsible for increasing sales.

Presently Achievements :-

Highest revenue on the Maharashtra.

Previous Achievements :-

Increased Branding & advertisement in market.
 Increased in shop branding store décor in festivals times for promotion of brand and highlighted offers to customers
 Events management to various city areas for sales growth
 Sms boosting activity
 Improved customer Services.
 Arranging regularly van activity in festival's time with sales team for sales growth and high light brand Name

Strength : - Quick grasping of new things, Hardworking, Positive attitude & Enthusiastic and always ready to learn new things.

ACADEMICE PROFILE

B.E. from D.r Babasaheb Ambedkar college of Engineering & Research, Rashtrasant Tukadoji Maharaj Nagpur University, Nagpur, Maharashtra.

Course Name	Board/University	Year of Passing	Percentage %
BE (MECHANICAL ENGINEERING)	Rashtrasant tukadoji Maharaj Nagpur University Maharashtra	7/06/ 2019	69.27%
DIPLOMA IN MECHANICAL ENGINEERING	Maharashtra State board of technical education	9/06/2016	66.76%
S.S.C	C.B.S.E	21/06/2012	64.60%

Software skills:

MS CIT
 Typing 30/40 wpm
 MS Office/Word/PPT/EXCEL

Skill & Qualities: -

Good communications & public relation skills ability to solve problems & make decision. Openness to improvement, Development & Changes.

Hobbies & Interest : - Interacting with people & Travelling , Sketching , playing flute.

PERSONAL INFORMATION

Name : AKSHAY SONBAJI SASANKAR

Father Name : SONBA JI SASANKAR

DOB : 12-08-1994

Gender : MALE

status : SINGLE

Nationality : INDIAN

Languages : ENGLISH, HINDI, MARATHI

Add : Plot No113 Guru Datta Housing Society, Near Paradise Dhaba ,Wadi Nagpur Maharashtra.

DECLARATION -

I hereby declare that all the above information given by me is true and legal.

Thanking you **(Akshay S Sasankar)**

Date- ~~20/12/24~~

Place - Nagpur