

## Ravikant Giri

Sector - 10, Gurgaon  
officialravi1298@gmail.com  
Mobile : 8383979714

### OBJECTIVE

A highly motivated sales professional with 3 years of experience in the EdTech sector, seeking to leverage my expertise in consultative selling, client relationship management, and target achievement to contribute to a dynamic and growth-oriented organization. Passionate about driving sales success by offering tailored educational solutions, I aim to apply my skills in understanding customer needs, delivering value, and consistently exceeding sales targets to help achieve company goals and enhance customer satisfaction.

### ACADEMIC DETAILS

#### 10th

Institution : S. D. Memorial High School  
Year of Passing : 2015  
Mark : 10

#### 12th

Institution : S. D. Memorial Sr. Sec. School  
Year of Passing : 2017  
Mark : 91%

#### B. Com

Institution : Dyal Singh Evening College, DU  
Year of Passing : 2020  
Mark : 7.01

### WORK EXPERIENCE

- Worked as Sales Associate in DoubtNut from Jul 2020 to Dec 2020  
Role :As a sales associate, I gained valuable experience in promoting and selling online courses tailored to students preparing for competitive Engineering and Medical entrance exams. My role involved understanding the unique needs of each student, effectively communicating the benefits of our courses, and guiding them toward making informed decisions.
- Worked as Career Counselor in Pratham Test Prep from Jan 2021 to Feb 2022  
Role :As a career counselor, I specialized in advising high school students on future career prospects based on their individual interests, strengths, and aspirations. My responsibilities included conducting detailed assessments to understand each student's preferences and providing personalized guidance on suitable career paths. I recommended renowned colleges and educational institutions aligned with their goals, while also offering insights into various academic programs and professional opportunities.
- Worked as Academic Counselor in UpTop Careers Pvt. Ltd. from Dec 2022 to Dec 2023  
Role :As an Academic Counselor, I guided working professionals in selecting executive online courses offered by prestigious Indian Institutes of Management (IIMs) to enhance their career growth. My role involved understanding the professionals' current career stage, goals, and industry demands, and recommending courses that aligned with their aspirations for career advancement. I provided in-depth information on the course structure, learning outcomes, and long-term benefits of these programs, addressing their queries and concerns. Through personalized consultations, I helped individuals make informed decisions, ultimately driving course enrollments and contributing to successful end sales. My ability to build trust and deliver value-added insights played a key role in meeting sales targets and fostering long-term relationships with clients.
- Worked as Senior Academic Counselor in Veranda Highered from May 2024 to Sep 2024  
Role :As a Senior Academic Counselor, I was responsible for selling prestigious online courses offered by Indian Institutes of Management (IIM), specifically designed for working professionals seeking career growth. My role involved thoroughly understanding the professional background and career aspirations of each client and guiding them in selecting the most suitable courses to enhance their skills and advance in their respective industries. I provided detailed insights into the course offerings, including their relevance to current industry trends, long-term benefits, and how they aligned with the clients' career objectives. By building strong relationships and delivering tailored advice, I consistently exceeded sales targets by more than 200%, demonstrating my ability to drive exceptional results and contribute to the overall success of the organization.

### SKILLS

- Communication Skills
- Interpersonal Skills
- Negotiation Skills

- Critical & Analytical Thinking
- Good Team Player & Leader

## **HOBBIES**

- Singing
- Writing & Composing songs & Poems
- Playing Guitar
- Listening to Music
- Watching Psychological Thriller movies & Shows