

Harsh Kakkar

Sales

Gurugram
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Skills

- Data Management
- MS Excel
- MS Word
- Revenue Growth
- B2B & B2C Sales
- Negotiation Skills
- Communication Skills
- Finance Operations
- Product Knowledge
- Team Management

Dynamic sales professional with 1.5 years of B2C experience in the edtech industry, skilled in building strong client relationships, understanding customer needs, and driving revenue growth. Proven ability to communicate complex solutions effectively to diverse audiences, meet challenging sales targets, and manage high-pressure environments.

Experience

AAFT ONLINE

JULY 2024- DECEMBER 2024, Gurgaon

- Student Outreach: Contact potential students who have expressed interest in AAFT courses, often via email, phone, or chat, and initiate the admissions process.
- Top Performer for the month of September, 2024
- Gained valuable experience collaborating with financial partners like HDFC, Propelled, Varthana, Akshaya, e.t.c.
- Enhanced understanding of financial products, processes, and partner coordination.

Great Learning Educational Services Pvt. Limited/ Learning Consultant

January 2024-June 2024, Gurgaon

- Ability to assess organizational learning needs and develop strategies to address them.
- Proficiency in designing and developing effective learning materials and curriculum.
- Experience in delivering engaging and informative training sessions to diverse audiences.
- Got new learnings of technical programs and industry

upGrad Education/ Admission Counselor

April 2023-January 2024, Noida

- Exceptional Student Feedback, receiving positive feedback from students about the admission counseling process, indicating high levels of satisfaction and helpful guidance.
- Improved Conversion Strategies
- Managed the finance process for learners, ensuring smooth operations and customer satisfaction.
- Managed International Business with international universities of the U.S.A, Europe and U.K.

Education

SVKM's Narsee Monjee Institute of Management Studies (NMIMS) /
Master of Business Administration - MBA Marketing
September 2022 - September 2024

Indian Institute Of Tourism And Travel Management (IITTM)/ Bachelors of
Business Administration-BBA, Tourism & Travel Management
July 2019-July, 2022

Internships

Tour Consultant at Wander On, New Delhi

October 2019-December 2019

- Worked well independently and on a team to solve problems.
- Organized and prioritized work to complete assignments in a timely, efficient manner.
- Leveraged my creativity to identify new ways to increase online presence and advertising efficacy.

Tour Executive and Leader at Safarnama, New Delhi

October 2021-December 2021

- Exhibited strong managerial traits, and the ability to serve as an effective leader.
- Served as an effective communicator and creative leader.

Courses

Frankfinn Institute Diploma
(Aviation Hospitality, Travel & Tourism)
April 2019 - April 2020

Certifications

AMADEUS Software
Air India - In Flight Training, New Delhi
National Skills Development Corporation of India (N.S.D.C)
