

**KRITAGYA PANDEY**

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**Career Objective:**

Seeking for a challenging position to utilize my skills and abilities in an organization that offers professional growth while being resourceful, innovative and flexible.

**Competencies:**

- Domain Knowledge: Account Management, Business Development, Training, Implementation, Operations, Data collection.
  - Self- attributes: Team Centric, Positive Attitude, Target focused and Energetic, Problem-solving Adaptability.
  - Soft skills: Effective communication skills and Team Management
  - Technical skills: Working on Operating System MS WORD, Power Point, and EXCEL.
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**Work Experience:****Current Company- Scaler Academy  
Designation- Manager****Job responsibilities –**

Promoted as Manager from Associate Manager within 2 months by over achieving monthly target

- Promoted as Associate Manager from Sr. Lead Consultant within 10 Months of Joining
- Handling team size of 12 people
- Responsible to make the team achieve their monthly targets and day-to-day KRAs
- Responsible for growth of 2 product lines

**Company- UpGrad  
Designation- Sr. Academic Counselor  
Duration- Sep 20 to Sep 21****Job Responsibilities -**

- Handling Product Sales for India Region
- Liaise with Marketing and Product Development team to ensure brand consistency and increment in sales
- Responsible for growth of 6 product lines

**Company- Edunext Technologies  
Designation- Manager Marketing (UP)  
Duration- June 18 to Aug 20****Job Responsibilities –**

- Responsible for lead generation and Account Management, Training & Implementation.
- Responsible for sales & Training in districts of Uttar Pradesh
- Building a database of schools through visits
- Meeting & presenting to investors, board of directors & key decision makers.

- Follow established sales processes, CRM systems and policies.
- Awarded with self-starter award for achieving the annual sales target.

**Company- XSeed Education**  
**Duration- July 16 to May 18**  
**Designation- Business Development Manager**

**Job Responsibilities -**

- Responsible for lead generation and Account Management.
- Responsible for sales in districts of Uttar Pradesh
- Building a database of schools through visits
- Meeting & presenting to investors, board of directors & key decision makers.
- Follow established sales processes, CRM systems and policies.

**Previous Company - Vivo Smartphone**  
**Duration- June 15 to June 16**  
**Designation- Sales & Marketing Team Leader**

**Job Responsibilities -**

- Efficiently involved in telecom sales and marketing.
- Leading team of 10 members.
- Responsible for the development and performance of all sales and marketing activities in the assigned market (i.e., Lead generation, After -Sales Support, Events etc.).
- Establish and build strong, profitable, long-term relationships with strategic partners who may be key affiliate networks and publishers as well as other strategic channels. Contribute to the overall growth and profit of international business by expanding our partner ecosystem
- Identify, rationalize, and define target market segments
- BTL activities, public relation Dealings and Business Development.

**Academic Profile-**

Qualifications	Specialization	Board/Univ.	Year
MBA	Marketing	Lucknow University	2016
B. Pharm	PHARMACY	Amity University	2010-14
Intermediate	PCB+ENG	ISC	2010
High School	PCM+ENG OTHERS	ICSE	2008

**Personal Profile-**

- Date Of birth: 16-01-1991
- Linguistic proficiencies: English, Hindi
- Miscellaneous Interests: Checking out new contents as I am Internet savvy, Reading Books and very enthusiastic in sports activity, Dancing and Visiting places that makes me peaceful and makes life full of joy.

**DECLARATION-**

I hereby declare that above information is correct to the best of my knowledge and belief.

**Place- Uttar Pradesh, Lucknow**

**KRITAGYA PANDEY**

**Date: 06-08-2022**