

# Abhishek Kumar

Head - Training/Learning and development at Sahi Disha Education Venture

I have 13+ years of corporate exposure, am a Certified Career guidance mentor, soft skills trainer, capacity building trainer and Startup consultant. I have trained 1000+ students on job excellence and helped them start their careers effectively, mentored 500+ parents on career positioning system. Driven by my passion to deliver results and learn continuously I have scaled up my profile substantially and have a lot to offer. We have built functional departments, operational processes, Overall content, L & D process, marketing and sales strategy, Team development and growth strategy for 4 start-ups.



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## WORK EXPERIENCE

### **Head - Training/Learning and development** Sahi Disha Education Venture

02/2020 – present Ranchi, India

#### *Achievements/Tasks*

- Content preparation and management – Website content, training material content, brochures, Tie-up documents, MOU/MOA, e-mailers, Business proposal, H.R. documents, sales and marketing presentations.
- Course and content creation and delivery
- Course quality and delivery management
- Create online marketing strategies – SEO, Content marketing, SMM, YTM.
- Hire and build sales team.
- Create online training and education infrastructure

### **Visiting faculty – Business communication and Soft skills** Kejriwal Institute of Management and Development Studies

09/2021 – present Ranchi, India

#### *Achievements/Tasks*

- Conduct classroom and online sessions for Trimester 5 students on – Interview skills, profile preparation, campus to corporate transition, Personality development, Public speaking, Time management, Team building, Effective career building and necessary soft skills.
- Conduct classroom and online session for trimester 2 students on – Business communication, Corporate etiquettes, communication skills, Capacity building and necessary soft skills.
- Formulated and delivered institutional branding model through webinars.

### **Head – Training, Content development and delivery** TYS Edu

11/2017 – 12/2019 Lucknow, India

#### *Achievements/Tasks*

- Content preparation and management – Hybrid skill development, entrepreneurship development for college students, website, brochures, Tie-up documents, MOU/MOA, e-mailers, Business proposal, H.R. documents, sales and marketing presentations, SOP for all departments, reporting formats.

## SKILLS

- Professional development workshops
- Capacity building
- Soft skills training
- Marketing and sales strategy building and implementation
- Team Building and Management
- Presenting
- Public speaking
- Keynote
- New market creation and business development

## TECHNICAL SKILLS:

- ✓ **WordPress development - Proficient**
- ✓ **SEO/SMM/DA – Proficient**
- ✓ **Office 365 – Proficient**
- ✓ **Google business automation- Advanced**
- ✓ **Google workspace tools - Advanced**
- ✓ **Bing workspace tools - Advanced**
- ✓ **Sugar CRM – Advanced**

## EDUCATION QUALIFICATION

Degree	University/Board	Institute	YOP	Division
PGDM – Marketing and International Business	AICTE approved equivalent to MBA	Suryadatta Institute of Management and Mass Communication	2011	First with distinction 76%
BSc Biotech	Bangalore university	T. John College	2009	First Class
SSC	CBSE	DAV public school, Bariatu	2004	First Class
HSC	ICSE	Bishop's School	2002	First Class

- Conducted demonstration session in more than 50 educational institutes and addressed more than 1000 students cumulatively for domestic and overseas admissions.
- Conducted events and presentation for more than 1500 students on “Campus to corporate transition” program on effective career development through domestic and overseas education opportunities.
- Trained 8 sales and marketing representatives on effective presentation skills, institutional sales, selling skills, follow-up and reporting skills in classroom as well as on field.
- Trained 2 trainers and marketers on entire process of lead generation and sales through “Campus to corporate transition through effective education” developed by me.
- Plan and implement ATL/BTL promotion strategies
- Maintain fruitful relation with business associates and educational institutions.

### **Training and Business expansion consultant**

#### **Mera Baazaar Venture India pvt ltd**

02/2019 – 09/2019

Lucknow, India

#### *Achievements/Tasks*

- Team formation and development - Hired and created team for Sales, marketing, H.R., Inbound call support, Outbound call support, Remote access training, Operations and tech support.
- Content preparation and management - Training material on sales, marketing, tele-sales, tele-support, Remote access associate training, website, brochures, Tie-up documents,
- MOU/MOA, e-mailers, Business proposal, H.R. documents, sales and marketing presentations, SOP for all departments, reporting formats.
- Created sales and business development strategies.
- Train sales and marketing team on necessary skills - Interpersonal skills, sales skills, market identification and location, presentation skills, client acquisition, reporting skills.
- Trained 30 marketing and sales executives.
- Train inbound call and support team on necessary skills - Tele-calling skills, voice and pitch modulation, behavioral skills, attitude management, escalation skills, reporting skills. Trained more than 30 employees.
- Created a network of about 900 associates (franchise, distributors, master distributors) and trained more than 50 associates on business conduction, business ethics, selling skills and reporting skills.

### **Training and Business expansion consultant**

#### **BG Infraplanners**

09/2015 – 09/2017

Lucknow, India

#### *Achievements/Tasks*

- Hiring and team building- Sales team, marketing team, operations and administration.

## **PROJECTS UNDERTAKEN**

- Create new market opportunities for Kingfisher PDW and R.C. Cola in Pune, Maharashtra for Icebergs Foods Private Limited, Pune, Maharashtra
- Create marketing communication roadmap for residential real estate sector for Karanje Builders, Pune, Maharashtra
- MBA graduates as good managers and poor leaders for Dr Gopal Gureja (Author) in association with Dr. Archit Tapar at PICT-STM, Pune
- Is START-UP India a bubble? – personal academic project

## **Awards and Honors**

- Certified “Career guidance mentor for students” by Dheya Career mentors pvt ltd.
- Certified “Mid-career guidance mentor for professionals” by Dheya Career Mentors (Credential ID- 79677722337164)
- Social Champion by Dr. P.N. Singh Foundation, Mumbai
- Award for best Faculty – 2013 & 14 at PICT-STM, Pune
- Ace Debater Enigma ‘09
- Compering champs Suryotsav 2010

## **Accomplishments:**

- Three renewed contracts as Start-up consultant for BG Infraplanners, Lucknow and MBVIPL, Noida.
- Promoted to Centre Manager within 6 months working for Frankfinn Institute of Air Hostess Training, Pune.
- Promoted to BDM(Business Development Manager) within 4 months working for SMS Country Networks pvt ltd, Pune.
- Member of exam conducting committee for NIFT organized by AIMA, Pune, MAT entrance exams organized by AIMA and AIEEE.
- Promoted to QCM(Quality Check Manager) in 11 months working for Visionet Systems, Bangalore.

## **Programs Delivered:**

- Keynote speaker on **HYBRID SKILLS** at Symbiosis Centre of Learning, Pune
- **LDP** for start-ups organised by Tays4business pvt ltd
- **Innovative capacity Building workshops** for 500+ teachers in Chhattisgarh in association with Aurobindo Society, Ghaziabad.
- **Job Engine Optimization** workshop at K.K. Institute, Dhanbad
- **“Innovate to earn”** event for 200+ franchises of MBVIPL, Noida

- Recruited and trained more than 150 associates on business conduction, business ethics, sales skills and reporting skills that accounted for an approximate increase of 24% in profitability.
- Training and development of all departments on soft skills, etiquette management, sales skills, client acquisition, presentation skills, reporting skills, performance evaluation and loyalty factor to more than 50 employees.
- Formulating marketing and sales strategies.
- Projects management (visit expense and budget allocation).
- Managed 4 projects simultaneously.
- Create a continuously expanding network of associates train them and make them market ready.
- Compilation and management of DSR and MSR.

### Lecturer – Marketing

#### PICT - School of Technology and Management

12/2012 – 04/2015

Pune, India

##### *Achievements/Tasks*

- Course and content development for 1st and second semester student of PGDM program.
- Conduct lectures on basics of marketing, sales management, Interview skills, communication skills and personality development.
- Faculty In-charge of summer internship placements and projects.
- Semester examination planning, supervision, conduction and paper evaluations.
- Active member of Institute's CSR team.

### Customer Acquisition Manager

#### Frankinn Institute of Air Hostess Training

07/2011 – 09/2012

Pune, India

##### *Achievements/Tasks*

- Planning budgeting and implementing ATL and BTL promotions and marketing activities.
- Data collection from schools, colleges and various other sources.
- Counselling the students.
- Cold Calling and Follow ups with the clients.
- Organize Various Events in the Institute for Students.
- Conduct and monitor business associate tie-ups for lead generation and event management.
- Branch management - Marketing, Operations and administration, budgeting, fund allocation, admissions.
- Student and parent counselling at institutes and STP locations.
- Institute tie-ups and conduct presentations.
- Conduct sessions on personality development and basic communication skills.

- **“Importance of ICT in technical education”** in association with ATS Infotech, Mumbai and Microsoft IT Academy

## PERSONAL DOSSIER

Gender : Male  
 Nationality : Indian  
 Marital Status : Married  
 Address : A4-8C, Sail City, New Pundag, Ranchi- 834007, Jharkhand.

## LANGUAGES

English	Hindi
<i>Bilingual Proficiency</i>	<i>Native</i>
Bhojpuri	
<i>Native</i>	

## INTERESTS

Travelling	Reading books	Cooking
Public speaking	Philanthropy	Latest tech
Upcoming events		

**SMS Solution Consultant/B.D.M.**

**SMS country networks pvt ltd**

*10/2010 – 07/2011*

*Pune, India Parent company of 160by2.com*

*Achievements/Tasks*

- Lead generation
- Customer acquisition through product presentation
- After sales support
- Compilation of DSR and MSR
- Promoted to BDM within 6 months for good performance

**Title processor, Team Lead, Q.C.**

**Visionet Systems Ltd**

*05/2004 – 05/2006*

*Bangalore, India*

*Achievements/Tasks*

- Mortgage Bank Title processing – Land AM, California
- Bank and Legal document processing – Non-voice
- Quality check of titles processed – Land title records, California U.S.A
- Conduct training to new recruits – Orientation, Process, etiquettes, and reporting

