CURRICULUM VITAE

# Anshumaan Gangrade

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Current Address :- H.No. 02 Rajendra Nagar, Khandwa (M.P.) 450001

# CAREER OBJECTIVE

Seeking a challenging management position in the organization where I can utilize my analytical and decision making skills helping myself and organization grow.

# WORK EXPERIENCE ( 06 years & 1 month )

Organization : Mahendra Educational Pvt.Ltd.

Position : Branch Manager-Pune, Team Leader -Tele Sales -Mumbai Region

K.R.A : Team Leading, Branch Operation, Faculty Management, Class Schedule Management and Branch Sales.

In my journey of 6 years in Mahendra Educational Private Limited, I got an opportunity to work at 11 Branches across 4 States covering Indore, Muzaffarpur, Bhagalpur, Patna, Bhopal, Surat, Rajkot, Ahmedabad, Sagar, Mumbai and Pune.

# JOB RESPONSIBILITIES

* + Manpower planning and training for Executives and Counsellors for maximizing Sales by using minimum resources and giving optimum results.
	+ Faculty Management and Motivation to give best services to students.
	+ Marketing and Branding of the organization by conducting Canopy, Advertisements in Newspaper and Movie Multiplexes, Seminars in Colleges, Online branding on various social media platforms.
	+ Providing Rolling Sales Forecast to H.O , Quarterly Planning of Resources keeping in mind expenditure to cost ratio and acting upon the same to achieve the projected targets.
	+ Giving proposal to RBI, SBI, LIC, IDB, RRB and IBPS for Pre-Recruitment Training for OBC, SC, ST candidates. Managing and conducting the same for Maharashtra State.
	+ With lockdown in effect, I am leading a Tele Sales Team of 15 employees.

# ACHIEVEMENTS

# Awarded the best Branch Manager of North Zone working at Patna-2014.

# Revived Rajkot Branch in 2016. When I reached Rajkot, it was a blacklisted branch having monthly turnover of 3 lacs against monthly expenditure around 4 lacs. During my tenure, I worked on ground level, transferred good faculties at Rajkot and did an average business of 14 lacs per month after setting the base in 2 months. Got a call from the M.D. of the organization and a pen for my outstanding performance.

# Worked in Ahmedabad, Surat, Sagar and Indore for a short tenure to produce good leaders and branch managers and revived the same branches too.

# Worked in Mumbai Branch for 2 years. Achieved 48 lacs turnover in month starting from 8 lacs against monthly expenditure of 16 lacs. And hence made Mumbai as one of the most profit centered branch of the Organization. Hence, was awarded as Best Branch Manager- India in 2017.

# Successfully proposed and conducted more than 20 PRTs for IBPS, SBI, LIC, IDBI, SEBI and RBI by meeting and convincing Chief Managers of reputed organizations.

# I was the in-charge of training Branch Executive and Tele Counsellors of Mumbai and Ahmedabad Cluster while serving at Mumbai.

# Successfully completed 45 days CSR Project- Aadhar Housing Finance Limited in Mumbai and got a reward of Rs. 50000 from the M.D. of my organization for my valuable and outstanding achievement.

# EDUCATION

|  |  |  |  |
| --- | --- | --- | --- |
| Course | Passing Year | University /Board | Result |
| B.Com.(Marketing) | 2013 | DAVV Indore | Pass |
| 12th (Commerce) | 2010 | MP Board Bhopal | Pass |
| 10th | 2008 | MP Board Bhopal | Pass |

# EXPERTISE QUALITY

* Leadership
* Motivator
* Task oriented
* Flexibility and good time management skills
* Ability to perform under pressure
* Curiosity of learning new things
* Good Command on MS Office.

# PERSONAL DETAILS

**Date of Birth :** 28 August 1992

**Father’s Name :** Mr. Ravindra Kumar Gangrade

**Hobbies :** Dancing, reading book

**Marital Status :** Unmarried

**Language Proficiency :** English and Hindi (can Read, Write and Speak)

# DECLARATION

I hereby declare that the information’s furnished by me are true to the best of my knowledge.

# PLACE - Anshumaan Gangrade