

Hemant Pathak

English Faculty

22 SHARAWAN KANATA ESTATE BHOPAL | 7566848464,7974505599 | hemantpathak28r@gmail.com

Summary

A proven professional who will always be an excellent role model for students and work colleagues alike. demonstrates high personal standards at all times and have the qualities, expertise and ambition needed to work with young people. my goal is to become an outstanding teacher who can inspire and motivate students to achieve their best. As an effective classroom practitioner I have extensive subject knowledge, a passion for English and the ability to give constructive oral and written feedback to students.

About

An MBA, carries a strong 10yrs+ of Experience in Public Speaking, Teaching English for **CAT,MAT,BANK,SSC,CDS,NDA** and Business Development. As a Speaker and English Trainer, delivered more than **200+**Seminars and workshops in distinguished colleges and Universities right across the Country. Few are BIT UP, ORIENTAL, VNS, Thakral, SIRT, Millennium, MANIT,JNCT & many more. An Expert of Grammar & A Hard Core Trainer by Interest and Profession, holds the record 100% marks in SBI/PO in English .Organized National Level Event CLEAN INDIA-.I have worked with **Byju's Think and Learn Pvt Ltd, Pratibha Educational Services Pvt Ltd (Pratibha Academy), Mahendra's Educational Pvt Ltd ,Amulett Educational Services Pvt Ltd.**Fond of Writing Motivational & Institutional Contents.

Work Experience

Business Development Training Manager 2020-01 - 2020-12

Byju's Think & Learn Pvt Ltd

- Evaluating sales team performance to ensure incorporation of taught techniques
- Scheduling individual and team training plans on a regular basis.
- Monitoring sales objectives and results
- Conducting skills gap analyses to identify areas of improvement
- Understanding the need for a customer, taking the initial requirement.
- Helping BDTs to achieve sales targets through the acquisition of new clients and growing business from existing clients.
- Developing a clear roadmap to effectively target clients in key segments, database selection for prospective clients.
- Assigning potential leads to BDTs for making them achieve their sales targets
- Training BDTs about LS and Punching the order ,helping them to close the deal if any obstruction comes

Skills

Expertise in grammar ,comprehension and vocabulary



MS Office



Team Handling



Excellent Verbal and written communication



Interest

Writing Motivational Contents, Reading Inspirational books, etc

Declaration

I hereby declare that the above particulars are true and correct to the best of my knowledge and belief and in the event of any information being found false or incorrect, my candidature will be liable to be canceled.

Warm Regards

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- Drafting reports ,creating feedback, motivating team for achieving targets.
- Assigning Leads, Monitoring first call ,follow up call ,video conduction and helping BDTs in closure
- Coordinating with Sr. manager ,Hr, Logistics tech team for smooth functioning of sales training and result ,
- handled a team of 16 BDTsand all got qualified for BDAs program.

Branch head Cum English Faculty 2017-04 - 2020-01

Pratibha Educational Services Pvt Ltd

- Responsible for monitoring and supporting the overall progress and development of students.
- Taking Marathon Classes of English for **BANK,SSC,CAT and CDS** aspirants
- Delivering Online Video Lectures
- Improving business processes, increasing revenue and retaining old students
- in multiple locations. Strengths include financial administration, team leadership
- Generated Revenue of **Rs. 8 Cr.** while working with **Pratibha Academy.**
- Monitored metrics and marketing investments to assess performance and implement continuous improvements.
- Identified, hired and trained highly-qualified staff by teaching best practices, procedures and sales strategies.
- Created effective strategies to target new markets after researching and analyzing competitor behavior. Responsible For Marketing Campaigns, Digital advertisement like imparting seminars and training.
- Handled a team of 36 personnel that includes faculties inside sales associates ,sales officers ,counselors, and tele callers.

Sr. Faculty English (MDO) 2014-10 - 2017-10

Mahendra's Educational Pvt Ltd

- Responsible for branch profitability, staff training and training students for Bank ,SSC and management entrance exams.
- Tracked, reported, and analyzed the website analytics, , and campaigns. Recruiting faculties and other staff of smooth functioning of branch.
- Researched and analyzed competitor advertising links. Recruiting faculties and other staff of smooth functioning of branch.
- Worked with editorial and marketing teams to drive Business.
- Delivering seminars across the state
- Taken PRTs for **RBI,SBI,BOI,etc.**
- have been appointed a regular faculty for **Reserve Bank's Employees**

Admin Manager Cum Trainer 2011-02 - 2014-10

Amulett Educational Pvt Ltd

- Coordination and Supervision - Coordinate, manage and monitor the workings ofvarious departments in the organization.
- Best Practices- Improve processes and policies in support of organizational goals. Formulate and implement departmental and organizational policies andprocedures to maximize output.
- Monitor adherence to rules, regulations andprocedures. Sales,

Marketing and student's issues - Manage student's issues, taking their counseling as a when required.

- Planning and supporting organizations sales & marketing activities. Organizing & conducting SEMINARS

Education

MBA Hr

2011 - 2013

CCM Bhopal

Personal Information

DOB : 28th Nov. 1989

Languages Known : English& Hindi. Nationality : Indian

Expected Salary : Negotiable

Notice Period : 7 Days

Strengths : CONFIDENCE, COMMUNICATION, CLARITY & CONTENTS