

# KANHAIYALAL YADAV

ASSISTANT SALES MANAGER

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## PROFESSIONAL SUMMARY

Energetic sales representative with a proven track record of identifying processes and converting leads into customers in an assigned territory. Possesses superior communication skills, understanding client needs, and closing sales effectively. Recognized for excellent written, phone, and email communication, demonstrating creativity and resourcefulness in surpassing sales revenue and profit goals. Holds an MBA in Sales and Marketing from Oriental University, Indore, contributing over 5 years of related career experience

## ACADEMIC BACKGROUND

### ORIENTAL UNIVERSITY INDORE

MBA IN SALES AND  
MARKETING 2019 - 2021

### DAVV UNIVERSITY INDORE

BACHELOR OF SCIENCE  
2015 - 2018

## CAREER HISTORY

### ASST. OPERATIONS & SALES MANAGER MILES EDUCATION PVT .LTD - INDORE

Sep. 2022- April .2023

As the Assistant Sales & Operations Manager at Miles Education Pvt. Ltd. I played a pivotal role in student counseling and business development for individuals aspiring to become US CPA and US CMA. I conducted personalized counseling sessions, developed tailored proposals outlining our comprehensive support, and employed targeted cold calling strategies to connect with potential students. With strong presentation skills, I showcased the advantages of Miles Education, contributing significantly to business expansion by identifying new opportunities and staying abreast of industry trends. My tenure strengthened my expertise and played a crucial role in the growth and success of the organization.

Business Development Manager

Class plus - INDORE

April 2022- Sept- 2022

Proactively engaged and strategic partnerships with coaching institute owners to enhance their business growth and elevate their social media presence.

Spearheaded the generation of business by promoting and selling a comprehensive suite of services, including sales classes and digital solutions such as mobile apps and websites.

Conducted targeted business meetings, demonstrating a keen understanding of the education industry to tailor offerings that align with the specific needs of coaching institutes.

### **BUSINESS DEVELOPMENT ASSOCIATE**

Nov. 2020- March 2022

#### **BYJU'S INDORE**

As a Sales Representative at BYJU'S, I specialized in cold calling and lead management through LEADSQUARED, successfully maintaining a robust lead funnel. I excelled in setting up meetings for BYJU'S Home Demonstrations and consistently conducted 8-10 meetings weekly, resulting in substantial revenue generation. My role involved on-the-spot sales of educational technology products within the K-12 and K-9 segment domain.

#### **Senior Team Leader**

#### **Advisory Firm Wealth Research Financial services INDORE**

June,2018 - Aug,2020

Senior Sales Team Leader adept at successfully managing teams, generating new business, and building robust client relationships. Demonstrated ability to lead and motivate teams to achieve and exceed sales targets. Proven expertise in implementing effective sales strategies, fostering collaboration, and ensuring consistent growth in number of client. Recognized for a hands-on approach to team management and a commitment to cultivating a positive and results-driven work environment. Skilled in identifying and capitalizing on business opportunities to drive overall team and organizational success.

### **Core Skills**

- Client Relationship
- Negotiation Skill
- Sales Follow-ups
- Lead Managements
- Effective Communication
- Time Management
- Hardworking
- Sales closing.