

RESUME

Rahul Singh

Age – 30 Years, Male, Married
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SUMMARY

- Proven ability to work in multiple roles of the education services industry.
- Self-motivated and possess high self-esteem.
- Handled crucial functions across institutions and delivering much beyond expectations.
- Team Player with total work experience of 6+ Years.
- Able to work with and maintain relations with customers/ staff/ clients.
- An effective communicator with excellent relationship building skills.

EDUCATIONAL QUALIFICATIONS		
2010 – 2012	MBA (Marketing) from Oriental College of Management, Bhopal (M.P.)	62%
2007 – 2010	B.Sc.(Bio), MVM College, Bhopal (M.P.)	58%
2007	Std. XII (M.P. Board) Jagrati H.S. School, Bhopal (M.P.)	59%
2005	Std. X (M.P. Board) A.B.M. H.S. School, Bhopal (M.P.)	62%

WORK EXPERIENCE

- Company Name: - **Pioneer Plus Academy Private Limited**
- Duration Served: - **15 April 2019 to Present**
- Designation: - **Branch Manager, Dwarka Mor ,New Delhi**

- Company Name: - **Metis Eduventures Private Limited (Career Power)**
- Duration Served: - **10th Dec 2017 to 10 April 2019**
- Designation: - **Branch Manager, Uttam Nagar, New Delhi Branch.**

- Company Name: - **Pioneer Pro Academy Private Limited**
- Duration Served: - **17th Nov 2015 to 19th Aug 2017**
- Designation: - **Center Head, GTB Nagar and Badarpur Branch.**

ROLES AND RESPONSIBILITIES:

- Creating strategies to manage ROI's and making the allocated center to a PROFIT center for the organization.
- Managing day to day activities at the centers efficiently.
- Hiring of good teachers and penetration amongst the nearby population to leverage the admissions opportunities.
- Identifying the opportunities to start new batches, starting with rigorous demo classes being scheduled.
- Ensuring proper training of counselors and staff members to yield maximum benefits from the footfalls at the center.
- Scheduling of teachers and batches (Time Table) to engage maximum students and teachers on day to day basis.
- Completion of course as per the agreed timelines.
- Taking care of branding and marketing in nearby areas to penetrate across thus yielding maximum benefits.

- Maintaining Staff Welfare Activities.

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- Company Name: - **Sachdeva New P.T. College**
 - Duration Served: - **14th May 2014 to 7th Nov 2015**
 - Designation: - **Business Development Executive**

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- Company Name: - **STI Sanoh India Limited**
 - Duration Served: - **March 2013 to March 2014**
 - Designation: - **Trainee (Marketing), Dewas (MP)**

Training Undergone (INDUSTRIAL VISITS)

- Sanchi Dugdh Sangh, Bhopal
- Vardhman Knitting Yarn, Bhopal

PROJECTS UNDERTAKEN

- **Summer Internship Project**
 - **Project Title:** "Comparative study of HDFC Life and ICICI Prudential"
 - **Organization:** "HDFC Life Insurance", Bhopal (M.P.)
 - Objectives:**
 - Detailed Study of the customer preference towards HDFC LIFE.
 - Brand awareness
 - Study how to promote the product selling

COMPETENCY SKILLS

- **IT Skills:**
 - **ERP Software**
 - **Microsoft Office (MS word, MS Excel, MS PowerPoint)**
 - **Preparing Invoice on SAP**

EXTRA CURRICULAR ACHIEVEMENTS

- Nominated as a Representative in **Meghalaya Govt. Project for 15 Days.**
- Active Member of **Sports Committee** at Oriental College of Management
- Organized many Sports Event at **Oriental College of Management**
- Secured 2nd position in CASE-STUDY at **Inter College level**
- Secured 1st position in QUIZ COMPETITION at **Inter College level**
- Active participant of Cricket at school level.

Date:
Place:

(RAHUL SINGH)