# CURRICULUM VITAE

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**DEEPANSHI SETHI**

**Summary**:

2 years of experience in teaching judiciary aspirants.

5+ Years of experience in Business Development, Account Management, Client Engagement and Channel Enablement with expertise in Business Process Management, Unified Communication and Professional Services.

**CAREER OBJECTIVE:**

To provide best education to the students in the most easiest way.

To work with the employees who provide the opportunity to utilize my skills in bringing my knowledge abreast with the latest trends. To the part of the team that is motivated to achieve the organization goals through the collective efforts of its members.Seeking a challenging position that will allow delivering of solutions to resolve business challenges by effectively utilizing my skills and experiences thereby adding value to client success in the global market.

**ACADEMIC QUALIFICATION:**

* 12th passed with Non med from C.B.S.E in 2011
* 10th passed from C.B.S.E in 2009
* Graduated in B.Com(P) Correspondence from Delhi University
* LLB from CCS University
* Judiciary Coaching from Rahuls
* Pursuing LLM from CCS University

**PROFESSIONAL EXPERIENCE**

**Legal Beast Institute March 2021 – Till Nov 2022**

**Job Profile : Founder and Teacher**

* Providing complete knowledge to the judiciary aspirant in the classes and through youtube channel **Legal Beast** .
* Teaching all the majors as well as minors subjects alongwith judgement writing and answer writing in the class.
* Motivating students
* Providing the students recent judgements
* Teaching with the subjects with judgements to make the provision easy
* Guiding the students about the other career opportunity other than judiciary.

**Delhi High Court**

**Job Profile : Internship in Justice Sangeeta Dhingra Court**

* Legal research
* Judgement writing
* To find supporting judgement for a specific legal issue or decision.
* Briefing to the justice about the cases.

**Nityo Infotech Service Pvt. Ltd. Feb 2018 – Till April 2018**

**Job profile: Manager - Inside sales**

* Opportunity creation, pipeline targets, closure targets and managing the sales cycle in coordination with a recruitment team.
* Handling the Singapore IT Market and India Market for IT manpower.
* Making contacts with higher authority to convince them to sign the contract with NITYO for all the further requirements of IT Manpower.

**Bertelsmann Marketing Services India Pvt Ltd. (Microsoft India)**

**Job profile: Inside Sales Executive -SMB&D July 2016- Till Jan2018**

* Handling south SMB both commercial and public sector customers.
* Opportunity creation, pipeline targets, closure targets and managing the sales cycle in coordination with a Microsoft partner and key stakeholders.
* Channel partner management.
* Leading the territory and account planning process to achieve revenue, satisfaction and scorecard goals and include strategies to win share from competition.
* Working in sync with the field team and collaborating well to achieve the targets.

**DIGITAL WEB SOLUTIONS PVT. LTD**. **( 16 Feb,’2015 Feb 2016 )**

DIGITAL WEB SOLUTIONS PVT. LTD is the MNC which is in SEO and Web Designing Industry. It is one of the Successful company for Search Engine Optimisation which deals for Australia, Uk, New Zealand and Singapore. The main motive of this company to get the attention of all the Business Owner for their Business and to satisfy them for the service which he has provided to us. Our job is to provide the services to them in the mentioned time.

**Designation - Business Development Associate**

**Responsibilities Include:-**

* Doing Search for the website where there is requirement for SEO or Web Development.
* Telling them the benefit of SEO so that they can work accordingly.
* If they are satisfied, we need to mention everything over the email that what would be our Accountability and Responsibility.
* Doing conference call with our Project Manager and to tell them the responsibility which our company will be doing for the Business Owner.
* In future if they face any problem then our job is to sort out their problem and work according to their choice.
* It’s a Target based Job.

# BORNFOXINTERACTIVE( April,’ 2014 till Jan, ‘2015 )

Bornfox is a company which is working on a process Iccuba, with the help of finger prints they generate the report of brain they are having many franchisee in India or in abroad as well

**DESIGNATION** - Sr. Customer Care Executive

**RESPONSIBILITIES INCLUDE –**

* Managing whole team in outbound process
* Taking calls in outbound process
* Providing customer resolution according to their need
* It’s a target based job
* Reporting manager weekly about the performance

**HOMESHOP 18**( 4 months, 21 November 2013 till 30 March2014)

Homeshop 18 is one of the famous Shopping Website, who deals with all the Brands for shopping. Homeshop 18 provide telecast over television as well so viewers can watch as well as meanwhile can order for that product by telecom.

**Designation - Sales Executive**

**Responsibilities include** -

* Taking calls in inbound process.
* Providing them resolution according to their need.
* Pitching them for other product of Homeshop 18.
* It was a target based job.

**Skills -**

Answer writing, Teaching in a simple and effective manner, Well versed with judgement writings process, Basic knowledge of computer ( HTML, Visual basic,DBMS)

**STRENGTH:**

* An effective communicator with Positive Attitude & excellent interpersonal, learning, planning, Organizing & Co-ordinating skills and Team-oriented approach coupled with ability to manage stress, time and people effectively.
* I integrated content with process & create alignment for implementation.

**PERSONAL DETAILS** -

Father’s Name :Late.Mr.Inder Sethi

Mother’s Name :Mrs. Lalita Rani

Date of birth : 29 June, 1994

Language : English, Hindi

Nationality : Indian

Marital status : Single

**HOBBIES -**

* Playing guitar n singing
* Learning different languages
* Reading Novels

Date: …………………. (Deepanshi Sethi)

Place: ………………….