

ROHAN CHOUDHARY

Zero Mile Rajendra Nagar Bhagalpur
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Education

Course / Degree	School / University	Grade / Score	Year
MBA - Sales and Marketing	CHAUDHARY CHARAN SIGH UNIVERSITY		2020-22
B.tech (Mechanical Engineering)	BIJU PATNAIK UNIVERSITY OF TECHNOLOGY , Krupajal Engineering Colleges, Bhubaneswar		2013-17
SENIOR SECONDARY	YASHWANT INTER SCHOOL ,BSEB		2013
HIGHER SECONDARY	ADWAIT MISSION HIGH SCHOOL ,CBSE		2009

Experience

Area Manager (Franchise acquisition)

Jan 2023 - Till

Zee learn Pvt Ltd

1. Responsible to expand Kidzee franchise Preschool in the assigned territory as per the goals of the regions.
2. Sign up new franchise Preschool at identified and validated locations.
3. In order to expand Kidzee franchise signup in the assigned territory, the person is responsible to generate prospects by conducting various on ground field activities.
3. Conduct business presentation and evaluate the potential of business partners for Kidzee expansion.
4. Responsible for revenue arising from franchise fee collection from new Kidzee signup.
5. Provide intelligence related to market changes.
6. Adhere to laid down a procedure and process as per the function requirements.
7. To create reports as per the guideline and process of the functions

Area Sales Manager -Bihar jharkhand

May 2021 - Dec 2022

Leadership behaviour Pvt Ltd. (Bihar& Jharkhand)

B2B - K1 to K12

1. Responsible for acquisition of new schools in the designated territory.
2. Key account management of schools through relationship building and providing product consultation to key stakeholders (management, principal, teachers, parents, students).
3. Support Sales leadership in forecasting annual, quarterly and monthly sales goals
4. Ensure that all services are delivered efficiently and product usage at schools are effective.
5. Ensure minimum response time to schools by coordinating with internal teams.
6. Coordinating with the Inside Sales Team to act upon the Leads generated and work towards closure
7. Need to be meticulous in terms of regularly keeping track of Sales activities in CRM
8. Responsible for all the information regarding the Schools assigned in the designated territory.
9. Be cognizant of market and competitor intelligence. Share market learnings with Product and Marketing teams
10. Ensure timely collection of receivables from schools

Senior Business Development Associate - Odisha

June 2018 - May 2020

Vedantu innovation.
B2B - Sgment -K6-K12

Roles and Responsibilities include but not limited to:
1. initiating phone conversations with school owner who complete the demo classes.
2. Intensely following up with the prospects and closing the sales within the sales cycle
3. Diligently communicating and priming the lead through channels like email, whatsapp, SMS, calls
4. Monitoring self-performance at all times while also contributing to the team performance, keeping track of factors like conversion factor.

Business Development Associate - (Odisha)

October 2017 - June 2018

Byjus the learning app.

B2C

Interview and advise students on academic requirements, career resources, academic abilities, and goal setting. Prepare advising materials including guides and recruitment materials. Present academic information to orientation groups, potential students, and parents.

Projects

Amazon

Amazon Completed 1 month of training on online selling and operations.

Vocational training at "NTPC" kahalgaon. Bihar

Vocational Training

1 month of training in NTPC kahalgaon

The total installed capacity of the plant is 2340 megawatts, Stage-I: 840 MW and Stage-II: 1500 MW.

NTPC power plant uses Rajmahal Coal Fields of Eastern Coalfields Limited (Lalmatiya) as the coal source for producing electricity. The river Ganges serves as a major source of water needed for production.

Normally PLF is about 70% here because lack of coal. It has 4x210 MW units of Russian make and 3x500 MW units of German make supplied by BHEL. This power plant serves as a beneficiary for West Bengal, Bihar, Jharkhand, Orissa, Sikkim states.

Skills

* SQL

* Tableau

* Performance testing

* Customer Relationship Management

*Auto CAD

*Python

Excel
