

Aakash Singh

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EDUCATION			
Degree/Qualification	Institution	CGPA/Percentage	Year
MBA (Expected April 2021)	-	-	-
MBA-Marketing,Operations(Dual Degree)	Gautam Buddha University, Gr. noida	6.04	2020
B.Tech- Mechanical(Dual Degree)	Gautam Buddha University, Gr. noida	6.04	2020
HSC (12 th)	Montfort Sn. Sec. School, Roorkee	74.6 %	2014
SSC (10 th)	Montfort Sn. Sec. School, Roorkee	8.0	2012

WORK EXPERIENCE	
Extramarks Education Deputy Manager ▪ Revenue generation for B2B and B2C clients namely K12 students and Schools respectively for the whole GOA state ▪ Handled a team of 10 Business development executives and built the territory from scratch to 1CR+ revenue	GOA January-2022 – Augst-2022 ▪ 7 months
Lido Learning Relationship Manager ▪ Revenue generation in the post sales department handling existing clients selling extension on classes ▪ Up-selling and cross selling of products also done	Noida April 2021–December 2021 ▪ 7 months
JARO Education Career Development officer ▪ Revenue generation by reaching out and enrolling onto courses of the partner institutions like Bharati Vidyapeeth ▪ Client On-boarding for working professionals interested in pursuing MBA through cold calling	Noida December 2020– February 2021 ▪ 1 month
BYJU's Business Development trainee ▪ Revenue Generation by reaching out to IAS aspirants and on-boarding them to BYJU's IAS program ▪ Aspirants counselling on study strategy and approach to syllabus and exam as a whole	Noida July 2020 – September 2020 ▪ 1 month

POSITION OF RESPONSIBILITY	
Gautam Buddha University,Gr. noida	▪ Event Manager - Inter college gaming competition

ACHIEVEMENTS	
Gautam Buddha University,Gr. noida	▪ Skit Competition - First position Inter college cultural fest
Gautam Buddha University,Gr. noida	▪ Gaming competition - First position Counter strike Inter college cultural fest
St. Xaviers,Jaipur	▪ Gaming competition - Second position Counter strike Inter college cultural fest

OTHER INTEREST AND HOBBIES	
▪Bike riding ▪ Poetry ▪Formula 1	