

Preeti Sachan

Senior Manager



14 Years 2
Months



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Profile Summary

Resourceful and goal-oriented individual focused on planning successful career paths to support the organization. A results-driven manager with over 13 years of global sales experience. A proven track record of managing all aspects of the sales process and building long-term customer relationships with trust & integrity. Adept at leading high-performance sales teams and identifying opportunities to enhance performance and improve close rates.



Education

MBA/PGDM, 2010

Pune University

B.Sc, 2006

Kanpur University

12th, 2003

Uttar Pradesh, Hindi



Work Experience

May 2023 - Present

Senior Manager

88academics (VGLD)

- Responsible for overseeing the daily operations of the company.
- Develop and implement strategies to improve efficiency and productivity.
- Supervising and guiding others, including frontline managers
- Approving recruitment and termination of employment
- Developing organizational objectives
- Managing departmental budgets



Key skills

- Team Player
- Interpersonal Skills
- Customer Service
- Team Leading
- Leadership
- Strategic Thinking
- Sales
- Client Relationship Management
- Planning



Personal Information

City **New
Delhi**

Country **INDIA**



Hobbies

- Partying
- Travelling
- cooking



Languages

- english
- hindi
- marathi

- Making critical decisions
- Overseeing employee performance
- Liaising with other managers and directors

Nov 2020 - Apr 2023

Manager- sales & operations

Miles Education - CPA & CMA Review (Delhi)

- Provided staff members with the support and training to achieve top client satisfaction.
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- To increase operational efficiency by training staff on best practices and protocols.

Apr 2017 - Oct 2020

Deputy Manager

Frankfinn Institute Of Airhostess Training

- Provided staff members with the support and training to achieve top client satisfaction.
- meeting to discuss business plans and implement to achieve quarterly targets with a team of 3-4 members.
- Increased operational efficiency by training staff on best practices and protocols.

Feb 2014 - Mar 2017

Assistant Manager

Neev Knowledge Management Pvt Ltd (Edupristine)

- Handling Specific Course (ACCA & USMLE) PAN India sales & looking after sales and services.
- Manages team of counsellors and telesales, motivate them to bring more numbers,
- Focuses on sales & revenue.
- Handling inquiries & walk-in closures.
- Provide effective career counselling, group & corporate seminars.
- Responsible in achieving business targets n revenue by strong follow up and building business relationships.

Dec 2011 - Jan 2014

Sr. Counsellor

Aakash Institute

- Admission counselling with students and parents, one on one meeting.

- Responsible for maintaining database, handling client???'s post admission query, batch formation & conduct interviews also.
- Guide, counsel and convert walk-ins/talk-ins & enquiries to admission to maximize the growth and profit of the organization.
- Generated and developed leads to acquire new clients.

Feb 2010 - Nov 2011

Career Development Manager

IIPM

- Counseled clients one-on-one regarding the current situation, desires, aptitudes, education and employment history.
- Equipped students with job search skills to increase success chances.
- To generate and convert Enquiries into Admissions.
- To Counsel the students and parents about management program and maximize the applications.
- Connected with business and recruiters to build relationships and increase opportunities for students.
- Assisted clients in building successful job search strategies.
- Kept detailed records of individual histories, scores and documents



Projects

61 Days

Development and Solutions for Web Products/ Services

Generating leads through cold calling and data from Internet, Converting Leads by having meetings/ appointments and visiting business/Clients.