



**MEWAR UNIVERSITY
GANGRAR, CHITTORGARH, RAJASTHAN**

To,

The Registrar

Mewar University

Gangrar Chittorgarh Rajasthan

Subject: - JOINING REPORT

Dear Sir,

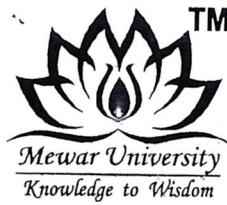
This is to inform you that I Mr. Sumit Rana have joined today dated 01/08/2024 for the post of Course Coordinator (OL) in the Center of Distance & Online Education of Mewar University.

I, assure that I will be doing all my work effectively and efficiently.

Your's Sincerely

Sumit Rana
11/08/2024
Signature


Registrar
Mewar University
Gangrar, Chittorgarh



MEWAR UNIVERSITY

NAAC 'A'
GRADE
ACCREDITED UNIVERSITY

A University u/s 2(f) & 12(B) of the UGC Act 1956 with right to confer degrees u/s 22(1)
of the UGC Act Established by Rajasthan State Govt. vide Act No. 4 of 2009

No. MU/OL//2024-25/1834

Date:- 30th July -2024

Mr. Sumit Rana

**Add: Nimi Sada, Lohiya Path, Nala Par,
Choti Rukanpura, Patna-800014 (Bihar)**

Dear Mr. Sumit Rana

With reference to your application and subsequent approval and recommendations of the Selection Committee, we are pleased to appoint you as **Course Coordinator at Centre for Distance and Online Education in Mewar University, Gangrar, Chittorgarh- Rajasthan** and you will be exclusively working in Centre for Distance and Online Education (CDOE) in the Pay band of **Rs. 15600-39100 + Rs. 6600 AGP on a monthly gross salary of Rs. 60000 /- per month.**

1. You will be on probation for a period of 2 years after which you will be confirmed, based on your performance.
2. During the service period, if your performance is not found to be satisfactory, your services are liable to be terminated at any point of time, without any notice or assigning any reason therefor.
3. If you opt for resigning the post during the period of probation, It is subject to the approval of Authority to relieve you as per rules & Regulations of Mewar University.
4. After completion of the probation period, if you opt for resignation from the services or the Management willing to terminate your services, three months' notice shall be given or three months' salary shall be payable in lieu of the three months' notice period, as the case may be.
5. Throughout your service in this University, you will be governed by the Employees Conduct Rules and Service Rules that the University may frame from time to time.
6. If you indulge in any act or omission amounting to fraud or dishonesty, embezzlement, misrepresentation, misappropriation of funds, thefts or other unethical activities or have conducted yourself in a manner inappropriate to your position in the University and which is prejudicial to the interest of the University, or do not adhere to the confidential information security requirements of the University, the University shall have the right to terminate your services with immediate effect, without prejudice to any of its other rights including the right to pursue civil or criminal proceeding
7. You are expected to work six days in a week. You are expected to work in University during working days after the office hours if need arises.
8. At the time of joining the duty in this University you should bring the following documents in original. Educational/Service certificate

University Campus : NH - 48, Gangrar, Chittorgarh, Rajasthan - 312001
NCR Office : Sector 4C, Vasundhara, Ghaziabad - 201012 (U.P.)
Tollfree : 18001218086, Contact Nos.: 01471-285455/57, 9414109080, 9928789090
Website: www.mewaruniversity.org, E-mail: admission@mewaruniversity.org

- Date of Birth Proof (SSLC/HSS Mark sheet/Birth certificate)
 - Educational certificate
 - Aadhar, PAN, Bank A/c.
 - Reliving & Experience certificate
 - 5 Nos. of Recent passport size photo
9. In the event of your having furnished false information, documents, testimonials or credentials, your service shall be terminated with immediate effect and no payment/compensation shall be made to you.

As a token of your acceptance, sign the duplicate copy of this letter and return it to the undersigned.

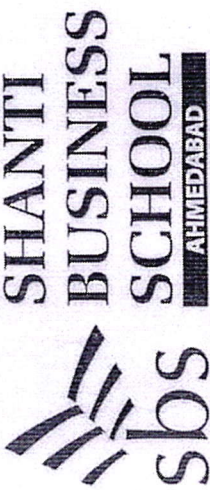
We wish you a long and fruitful association with our University

DECLARATION


Registrar
Mewar University
Gangrar, Chittorgarh

I hereby declare that I have read and understood the terms and conditions of employment mentioned above and the same are acceptable to me. I further declare that I have never been convicted in any court of law.


.....
Signature with Date



Hereby confers the award of the
Post Graduate Diploma in Management
(AICTE Approved)

on

Sumit Rana

who has successfully completed the course of studies and passed
the prescribed process of evaluations to qualify for the award

Given this day, 16th April, 2016

.....
Program Director
PGDM, SBS

.....
Director General
SBS, Ahmedabad

.....
Chairperson
Governing Board, SBS



AICTE APPROVED

POST GRADUATE DIPLOMA IN MANAGEMENT

COMPREHENSIVE GRADE SHEET

Name of Student : Sumit Rana

Enrolment No : 1011416115

Trimester I Duration : August 11th, 2014 to November 8th, 2014			
Course Code	Course Name	Credits	Grade
MGT101	Principles of Management	2	C
ECO101	Micro Economics	2	C+
MKT101	Marketing Management - I	3	C+
HR101	Organizational Behavior	3	C+
DS001	IT & MIS	2	C+
FIN101	Understanding Financial Statements	3	B
DS101	Quantitative Methods - I	3	C+
DS102	Operations Management	2	C+
ES101	Soft Skills	2	C+
Grade Point Average (GPA 1) [out of 10]			6.05
Cumulative Grade Point Average (CGPA 1) [out of 10]			6.05
Trimester II Duration : November 10th, 2014 to February 21st, 2015			
Course Code	Course Name	Credits	Grade
MGT102	Legal Aspect of Business	2	C+
ECO102	Macro Economics	3	C+
MKT103	Business Research Methods	2	B
DS103	Quantitative Methods - II	3	C
HR 102	Human Resource Management	3	C+
MKT102	Marketing Management - II	3	B+
FIN 103	Financial Management	3	C+
FIN 104	Basics of Business Planning	2	C+
ES 102	Written Analysis Communication	2	B
Grade Point Average (GPA 2) [out of 10]			6.30
Cumulative Grade Point Average (CGPA 2) [out of 10]			6.18
Trimester III Duration : February 23rd, 2015 to August 1st, 2015			
Course Code	Course Name	Credits	Grade
ES202	Employability Skills	2	C+
MGT201	Business Strategy	3	C+
MGT103	Business Environment	3	C+
MKT201	Consumer Behavior	3	C+
MKT202	Sales & Distribution Management	3	C+
MKT203	Integrated Marketing Communication	3	C+
MKT209	Strategic Marketing	3	C+
GP01	Grand Project - 1	3	B
IP01	Spring Internship Programme	3	A
Grade Point Average (GPA 3) [out of 10]			6.46
Cumulative Grade Point Average (CGPA 3) [out of 10]			6.28

Trimester IV Duration : August 3rd, 2015 to November 7th, 2015			
Course Code	Course Name	Credits	Grade
MGT301	Business Ethics & Corporate Governance	2	C
MGT202	Management Control System	3	C
MKT310	Digital Marketing and Social Media	3	C
MKT302	International Marketing Management	3	C+
MKT308	Logistics & Supply Chain Management	3	C
MKT309	Rural Marketing	3	C+
GP02	Grand Project - 2	3	C+
Grade Point Average (GPA 4) [out of 10]			5.45
Cumulative Grade Point Average (CGPA 4) [out of 10]			6.10

Trimester V Duration : November 9th, 2015 to January 9th, 2016			
Course Code	Course Name	Credits	Grade
IP02	Industry Internship Programme - 1	1	B
Grade Point Average (GPA 5) [out of 10]			7.00
Cumulative Grade Point Average (CGPA 5) [out of 10]			6.11

Trimester VI Duration : January 11th, 2016 to March 12th, 2016			
Course Code	Course Name	Credits	Grade
IP03	Industry Internship Programme - 2	1	B
Grade Point Average (GPA 6) [out of 10]			7.00
Cumulative Grade Point Average (CGPA 6) [out of 10]			6.12

Total Credits : 93

Cumulative Grade Point Average : 6.12

Result : Eligible for award of the Diploma.

Executive Registrar

Program Chair

Date : 16th of April, 2016

Ahmedabad

Notes

- Letter Grades are converted into equivalent numerical Grade Points using the conversion factors: A+ = 10; A = 9; B+ = 8; B = 7; C+ = 6; C = 5; D = 4; and E = 2.
- Grade Point Average [GPA] for a Trimester is computed as the weighted average of the Grade Points of the various courses in the Trimester with respective Credit Units as the weights.

$$\text{GPA} = \frac{x_1.c_1 + x_2.c_2 + \dots + x_n.c_n}{c_1 + c_2 + \dots + c_n}$$

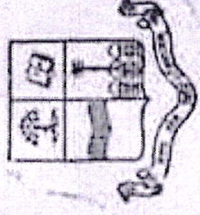
where x_1, x_2 , etc are Grade points in the courses and c_1, c_2 etc are the respective credit units.
- Cumulative Grade Point Average [CGPA] is the GPA of all the courses completed by the students including those in the previous Trimesters. At the end of Trimester-1, GPA-1 and CGPA-1 are identical since this is the first trimester. At the end of Trimester-2, CGPA-2 would cover all the courses of Trimester-1 and Trimester-2 and hence it would be different from the GPA-2.
- Wherever overall performance is required in percentage terms, the CGPA may be multiplied by a factor of 10 to arrive at the equivalent percentage score.
- A student would become eligible for awards of the diploma after completion of all stipulated courses and internships in all trimesters and has achieved a minimum CGPA of 5.5 out of 10 and has not more than 4 vulnerable grades, D and E, in any combination.
- CGPA by no means can be converted to percentage, but for genuine purpose it can be calculated by multiplying CGPA by 10

1011416115/111

1011416115/111



Patna University



This is to certify that Smit Rana
of Directorate of Distance Education who passed the three year degree course
 examination for the degree of Bachelor of Commerce, held in the month
 of February 2014, with Second Class HONOURS in Accounts was
 this day admitted to the degree.

SUBJECTS OF EXAMINATION

- | | |
|-----------------------------|--------------------------------------|
| 1. ACCOUNTS GROUP (HONOURS) | 3. PLANNING AND ECONOMIC DEVELOPMENT |
| 2. BUSINESS ORGANISATION | 6. COMPOSITION HINDI |
| 5. PRINCIPLES OF ECONOMICS | 7. GENERAL STUDIES |
| 4. MONEY AND BANKING | |

PATNA UNIVERSITY

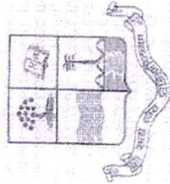
The 31st Dec. 2014

(Signature)
 Vice-Chancellor

A 0096901

5049/250

No.



PATNA UNIVERSITY

of Pub.: 06/05/14
Date.....
Date of Issue : 27/06/14

The following are the marks obtained by SUMIT RANA..... Roll PAT No. 4319 Reg. No. 05110509
of D. D. E..... at the B.Com. (3 year degree Course) ACCOUNTS.....HONOURS
Examination of 2014 held in the month of February 2014

P A P E R S :	Marks at Part-I / Marks at Part-II / <== Marks at Part-III ==> / Aggrt. / Distinc. (75%) Theory Total / <= Theory Total / <= Total / Marks / Gen. / Remarks / 1st Class (50%) -I- -2- 1+2 / -3- -4- 3+4 / -5- -6- -7- -8- 5+6+7+8 / (Hons.) / Std. / 2nd Class (45%)													
FULL MARKS :	200		200		400		800		100					
PASS MARKS :	90		90		180		360		33					
MARKS OBTAINED BY THE CANDIDATE :	55	64	119	57	49	106	73	56	31	46	206	431	39	2nd

TABULATOR

REGISTRAR
PATNA UNIVERSITY

क्रमंक

S.No.SSE/2009/

केन्द्रीय माध्यमिक शिक्षा बोर्ड

CENTRAL BOARD OF SECONDARY EDUCATION

0421921

ALL INDIA

अंक विवरणिका MARKS STATEMENT

सेकण्डरी स्कूल परीक्षा, 2009

SECONDARY SCHOOL EXAMINATION, 2009

नाम Name SUMIT RANA

अनुक्रमंक Roll No. 5131979

माता का नाम Mother's Name SHARDA RANA

पिता का नाम Father's Name PREM SINGH RANA

जन्म तिथि Date of Birth 27TH MARCH NINETEEN HUNDRED NINETY FOUR

विद्यालय School 08050 KENDRIYA VIDYALAYA DANAPUR CANTT PATNA BIHAR

विषय कोड SUB. CODE	विषय SUBJECT	प्राप्तांक MARKS OBTAINED				स्थितीय ग्रेड POSITIONAL GRADE
		लि. TH	पै/आं.पू. PR/IA	योग TOTAL	योग शब्दों में TOTAL IN WORDS	
101	ENGLISH COMM.	057	XXX	057	FIFTY SEVEN	C2
002	HINDI COURSE-A	082	XXX	082	EIGHTY TWO	A2
041	MATHEMATICS	022	020	042	FORTY TWO	D1
086	SCIENCE	020	030	050	FIFTY	C2
	PR. INTERNAL 020					
	PR.SKLS-TH.EXT 010					
087	SOCIAL SCIENCE	051	020	071	SEVENTY ONE	B2

संक्षिप्तियों का अर्थ : Abbreviations

AB : विषय में अनुपस्थित Absent in the Subject

PR : प्रयोगात्मक Practical

IA : आंतरिक मूल्यांकन Internal Assessment

दिल्ली Delhi

दिनांक Dated

29-05-2009

परिणाम Result PASS

M. L. LAYME

परीक्षा नियंत्रक
Controller of Examinations

क्रम संख्या
S.No. SSE/2009/ 0355987

(08050)

केन्द्रीय माध्यमिक शिक्षा बोर्ड Central Board of Secondary Education

R/09/08050/306865



सेकण्डरी स्कूल परीक्षा, 2009
ALL INDIA SECONDARY SCHOOL EXAMINATION, 2009

यह प्रमाणित किया जाता है कि
This is to certify that SUMIT RANA

अनुक्रमांक
Roll No. 5131979 आत्मज/आत्मजा
Son/Daughter of

श्रीमती
Smt. SHARDA RANA

एवं श्री
& Shri PREM SINGH RANA

जिनकी जन्म तिथि
Born on TWENTY SEVENTH MARCH NINETEEN HUNDRED NINETY FOUR

है, ने बोर्ड द्वारा मार्च, 2009 में आयोजित सेकण्डरी स्कूल परीक्षा
passed the Secondary School Examination of the Board held in March, 2009

विद्यालय से
from KENDRIYA VIDYALAYA DANAPUR CANTT PATNA BIHAR

निम्न विषयों में उत्तीर्ण की :
in the following subjects :-

ENGLISH COMM

HINDI COURSE-A

MATHEMATICS

SCIENCE & TECH

SOCIAL SCIENCE

दिल्ली
Delhi
दिनांक
Dated

29/05/2009

M Sharma
(M C Sharma)

परीक्षा नियंत्रक
Controller of Examinations

टिप्पणी: संस्थागत विद्यार्थी का प्रत्येक मूल्यांकन करते समय, बोर्ड द्वारा निर्धारित विद्यालयीय मूल्यांकन प्रमाणपत्र का भी संज्ञान वांछित है।
NOTE : While judging regular students, it is expected that CERTIFICATE OF SCHOOL-BASED EVALUATION would be taken cognizance of.

क्रमांक
S.No SSCE/2011/

566177

ALL INDIA

नाम Name SUMIT RANA

माता का नाम Mother's Name SHARDA RANA

पिता का नाम Father's Name PREM SINGH RANA

विद्यालय School 08050 KENDRIYA VIDYALAYA DANAPUR CANTT PATNA BIHAR

केन्द्रीय माध्यमिक शिक्षा बोर्ड
CENTRAL BOARD OF SECONDARY EDUCATION
अंक विवरणिका MARKS STATEMENT
सीनियर स्कूल सर्टिफिकेट परीक्षा, 2011

08050/00140

अनुक्रमांक Roll No. 7626181

SENIOR SCHOOL CERTIFICATE EXAMINATION, 2011

विषय कोड SUB CODE	विषय SUBJECT	प्राप्त अंक MARKS OBTAINED				स्थितीय ग्रेड POSITIONAL GRADE
		लि. TH	पे. PR	योग TOTAL	योग शब्दों में TOTAL IN WORDS	
301	ENGLISH CORE	083	XXX	083	EIGHTY THREE	A2
302	HINDI CORE	078	XXX	078	SEVENTY EIGHT	B1
030	ECONOMICS	063	XXX	063	SIXTY THREE	B1
054	BUSINESS STUDIES	040	XXX	040	FORTY	D2
055	ACCOUNTANCY	060	020	080	EIGHTY	A2
500	WORK EXPERIENCE					A1
502	PHY & HEALTH EDUCATION					A1
503	GENERAL STUDIES					A1

संक्षिप्तियों का अर्थ : Abbreviations

AB : विषय में अनुपस्थित Absent in the Subject

EX : छूट - प्राप्त Exempted

FP : प्रयोगात्मक में असफल Fail in Practical

FT : लिखित में असफल Fail in Theory

दिल्ली Delhi 27-05-2011

दिनांक Dated

परिणाम Result PASS

M. Chandra
परीक्षा नियंत्रक
Controller of Examinations

संख्या/सं.सं.सं.सं.
S.No.SSCE/2011

415331

केन्द्रीय माध्यमिक शिक्षा बोर्ड Central Board of Secondary Education



सीनियर स्कूल सर्टिफिकेट परीक्षा, 2011

ALL INDIA SENIOR SCHOOL CERTIFICATE EXAMINATION, 2011

यह प्रमाणित किया जाता है कि
This is to certify that SUMIT RANA

अनुक्रमांक Roll No. 7626181 आत्मज/आत्मजा Son/Daughter of

श्रीमती Smt. SHARDA RANA

एवं श्री & Shri PREM SINGH RANA

ने बोर्ड द्वारा मार्च, 2011 में आयोजित सीनियर स्कूल सर्टिफिकेट परीक्षा
passed the Senior School Certificate Examination of the Board held in March, 2011

विद्यालय से
from KENDRIYA VIDYALAYA DANAPUR CANTT PATNA BIHAR

निम्न विषयों में उत्तीर्ण की :
in the following subjects :

- | | | |
|----------------------|-------------------|-------------------|
| 1 ENGLISH CORE | 2 HINDI CORE | 3 ECONOMICS |
| 4 BUSINESS STUDIES | 5 ACCOUNTANCY | 6 WORK EXPERIENCE |
| 7 PHY & HEALTH EDUCA | 8 GENERAL STUDIES | |

दिल्ली
Delhi
दिनांक
Dated 27-05-2011

M Sharma
परीक्षा नियंत्रक
Controller of Examinations

Relieving Cum Employment Certificate

Employee Name: Sumit Rana

Employee ID: NBTS3423

With reference to your resignation, you stand relieved from the services of **NoBroker Technologies Solutions Pvt.**

Ltd. with effect from close of working hours on 04-07-2020

Your Employment Details:

Date of Joining : 06-11-2019

Date of Leaving : 04-07-2020

Designation : Senior Territory Sales Manager - L1

We appreciate your contribution to **NoBroker Technologies Solutions Pvt. Ltd** and wish you all the best for your future endeavors.

Thanks & Regards

Lipsita Das

Lipsita Das

Senior Manager - HR

NoBroker Technologies Solutions Pvt. Ltd





भारत सरकार
Government of India

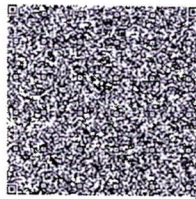
भारतीय विशिष्ट पहचान प्राधिकरण
Unique Identification Authority of India

नामांकन क्रम/ Enrolment No.: 1104/55017/00926

To
सुमित राणा
Sumit Rana
S/O Prem Singh Rana,
C/O Nimi Devi, Nimi Sadan,
Nala Par Lohia Path,
Chhoti Rukanpura,
VTC: Rukanpura,
PO: B.V. College,
District: Patna,
State: Bihar,
PIN Code: 800014,
Mobile: 9334799432

Signature valid

Digitally signed by
Sumit Rana
DN: cn=Sumit Rana, o=Unique Identification Authority of India, email=Sumit.Rana@uidai.gov.in, c=IN



आपका आधार क्रमांक / Your Aadhaar No. :

5739 2026 0731

VID : 9122 7748 6403 5172

मेरा आधार, मेरी पहचान



भारत सरकार
Government of India



Aadhaar no. Issued: 18/03/2012



सुमित राणा
Sumit Rana
जन्म तिथि/DOB: 27/03/1994
पुरुष/ MALE

आधार पहचान का प्रमाण है, नागरिकता या जन्मतिथि का नहीं।
इसका उपयोग सत्यापन (ऑनलाइन प्रमाणिकरण, या क्यूआर कोड/
ऑफलाइन एक्सएमएल की ज़रूरत) के साथ किया जाना चाहिए।
Aadhaar is proof of identity, not of citizenship
or date of birth. It should be used with verification (online
authentication, or scanning of QR code / offline XML).

5739 2026 0731

मेरा आधार, मेरी पहचान



भारत सरकार
Government of India



सूचना / INFORMATION

- आधार पहचान का प्रमाण है, नागरिकता या जन्मतिथि का नहीं। जन्मतिथि आधार नंबर धारक द्वारा प्रस्तुत सूचना और विनियमों में विनिर्दिष्ट जन्मतिथि के प्रमाण के दस्तावेज पर आधारित है।
- इस आधार पत्र को यूआईडीएआई द्वारा नियुक्त प्रमाणिकरण एजेंसी के जरिए ऑनलाइन प्रमाणिकरण के द्वारा सत्यापित किया जाना चाहिए या ऐप स्टोर में उपलब्ध एमआधार या आधार क्यूआर कोड स्कैनर ऐप से क्यूआर कोड को स्कैन करके या www.uidai.gov.in पर उपलब्ध सुरक्षित क्यूआर कोड रीडर का उपयोग करके सत्यापित किया जाना चाहिए।
- आधार विशिष्ट और सुरक्षित है।
- पहचान और पते के समर्थन में दस्तावेजों को आधार के लिए नामांकन की तारीख से प्रत्येक 10 वर्ष में कम से कम एक बार आधार में अपडेट कराना चाहिए।
- आधार विभिन्न सरकारी और गैर-सरकारी फायदों/सेवाओं का लाभ लेने में सहायता करता है।
- आधार में अपना मोबाइल नंबर और ईमेल आईडी अपडेट रखें।
- आधार सेवाओं का लाभ लेने के लिए एमआधार ऐप डाउनलोड करें।
- आधार/बायोमेट्रिक्स का उपयोग न करने के समय सुरक्षा सुनिश्चित करने के लिए आधार/बायोमेट्रिक्स लॉक/अनलॉक सुविधा का उपयोग करें।
- आधार की मांग करने वाले सहमति लेने के लिए बाध्य हैं।
- Aadhaar is proof of identity, not of citizenship or date of birth (DOB). DOB is based on information supported by proof of DOB document specified in regulations, submitted by Aadhaar number holder.
- This Aadhaar letter should be verified through either online authentication by UIDAI-appointed authentication agency or QR code scanning using mAadhaar or Aadhaar QR Scanner app available in app stores or using secure QR code reader app available on www.uidai.gov.in.
- Aadhaar is unique and secure.
- Documents to support identity and address should be updated in Aadhaar after every 10 years from date of enrolment for Aadhaar.
- Aadhaar helps you avail of various Government and Non-Government benefits/services.
- Keep your mobile number and email id updated in Aadhaar.
- Download mAadhaar app to avail of Aadhaar services.
- Use the feature of Lock/Unlock Aadhaar/biometrics to ensure security when not using Aadhaar/biometrics.
- Entities seeking Aadhaar are obligated to seek consent.

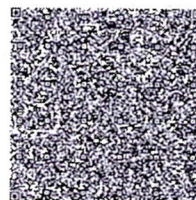


भारतीय विशिष्ट पहचान प्राधिकरण
Unique Identification Authority of India



Details as on: 02/01/2024

पता:
S/O प्रेम सिंह राणा, क/ओ निमी देवी, निमी सदन, नाला पर
लोहिया पथ, छोटो रुकनपुरा, रुकनपुरा, ब्री, भी, कलिंग,
पटना,
बिहार - 800014
Address:
S/O Prem Singh Rana, C/O Nimi Devi, Nimi
Sadan, Nala Par Lohia Path, Chhoti
Rukanpura, Rukanpura, PO: B.V. College,
DIST: Patna,
Bihar - 800014



5739 2026 0731

VID : 9122 7748 6403 5172

1917

help@uidai.gov.in

www.uidai.gov.in

आयकर विभाग
INCOME TAX DEPARTMENT



भारत सरकार
GOVT. OF INDIA

SUMIT RANA
PREM SINGH RANA

27/03/1994
Permanent Account Number
BIXPR7811N



Sumit Rana
Signature

Sumit Rana

Patna - Bihar | 6287827279 | sumitrana143@gmail.com

Professional Summary

Trustworthy Business development specialist with 8 years of practical experience and dedicated work ethic. Self-motivated to consistently provide first-class results in line with stringent targets and deadlines.

Experience

Course Coordinator - OL-CDOE | August, 2024 - Current date
Mewar University - Chittorgarh, Rajasthan

- Coordinate online course delivery and academic activities.
- Manage LMS, e-content, and video lectures.
- Support faculty in course planning and execution.
- Monitor student progress and resolve academic queries.
- Ensure UGC-DEB compliance and maintain records.
- Prepare reports and coordinate quality assurance.

Manager - National Admission | July, 2022 - July, 2024
Silver Oak University - Ahmedabad, Gujarat

- Responsible national admission for SOU
- Client Acquisition and Account management
- School connects
- Planned and executed outreach activities
- Conducted seminars and campaigns for student engagement
- Locations covered: Bihar, Jharkhand, East UP, Rajasthan, MP, Maharastra and North Bengal

Sr. Territory Sales Manager | Nov, 2019 - July, 2020
NoBroker Technologies Solutions Pvt. Ltd. - Bangalore

- Generated lead (b2c and b2b approach)
- Demonstrated Saas based product (Society Gate management and ERP Solutions)
- Account management and renewal of subscription

Area Supply Manager | May, 2018 - Nov, 2019
OYO - Goa

- Setup, planed and on boarded new supply for Home
- Cross functional approach, Negotiation, Account management and retention

Business Development Manager | June, 2017 - May, 2018
Twice Fashion Flute LLP - Ahmedabad

- Setup, planed and acquired client for Fashion flute franchise business based on FOCO model
- Channel sales development in Rajasthan
- Team management (12+ team members)

Sr. SALES OFFICER | Feb, 2016 - Oct, 2016
AppNxt Ideas Pvt. Ltd. - Ahmedabad

- Strategic Partnership and Account management
- ATL and BTL activities among the designated area

Skills

- Public speaking, Career counselling, admission guidance
- Client acquisition, Account management, Negotiation and Retention
- Cross functional approach
- B2B and Direct sales
- Product demonstration and communications

Education

Kendriya Vidyalaya Danapur cantt - Patna | 10th | May 2009

Kendriya Vidyalaya Danapur cantt - Patna | 12th | May 2011

Patna University - Patna | B.Com Hons | July 2014

Shanti Business School - Ahmedabad | PGDM - Marketing | 2016

Languages

Hindi | English | Nepali