

AYUSH KOUL

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30/2A, SECTOR-2, DURGA NAGAR, ROOP NAGAR

JAMMU(J&K), INDIA

EXPERIENCE

Sales Development Manager

Byjus-The Learning Application

June 2018 - Present Bangalore

- Have led a team of 15 sales executives taking up their revenue responsibility right from their training.
- Responsible for interviewing, hiring and training employees, as well as organizing and scheduling them.
- Expert in hiring, as I have an attrition rate of less than 10%.

Senior Business Development Associate

Byju's-The Learning Application

2 September 2017 - 10 June 2018 BENGALURU

- Took individual high target revenue responsibility and have successfully completed every target revenue.
- Generated a revenue of 65 lacs plus in 10 months during on field conduction.
- Expert in B To C Sales.
- Achieved a feat of 100% conversion rate for continuous 2.5 months with a DRPS of 29000.
- Started Byju's office in Nagpur during my course of Senior BDA.
- Have Trained sales employees and guided them in each and every aspect of sales.

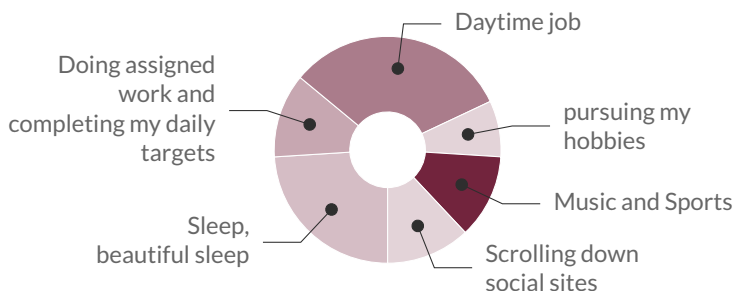
Business Development Associate

Byju's-The Learning Application

5 June 2017 - 1 September 2017 BENGALURU

- Attended Sales Training for 15 days and completed it successfully.
- Generated a revenue of 5 lacs in 1st month of My Job as a Business Developer.

A DAY OF MY LIFE



MY LIFE PHILOSOPHY

"Our greatest weakness lies in giving up!"

SKILLS

- Rapport Building
- Manipulation Skills
- Communication Skills
- Product Knowledge
- Self Motivated
- Confident
- Active Listener
- Demo Skills
- Objection Handler
- Post Sale Relationship Management
- Closing Techniques

EDUCATION

B.tech (Information & Technology Engineering)

D.Y Patil Institute Of Engineering & Technology (Pune)

July 2013 - June 2017

Percentage: 60.2%

Higher Secondary School

St.Xavier's Convent Sr.Sec School Barnai (State Board)

May 2012 - June 2013

Percentage: 87.2%

Senior Secondary School

St.Xavier's Convent Sr.Sec School Barnai (State Board)

May 2010 - June 2011

percentage: 87.6%