

Chandan Kumar Bhagat

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Profile

Results-driven Business Development professional with 3 years of experience in the EdTech and B2B sales sectors. Proven track record of driving revenue growth, building strong client relationships, and identifying strategic opportunities to expand market presence. Skilled in lead generation, consultative selling, and managing the end-to-end sales cycle. Highly adaptable with a strong learning aptitude, consistently seeking to acquire new skills and knowledge to contribute to organizational success and accelerate career growth.

Experience

INFINITY LEARN BY SRI CHAITANYA | ACADEMIC COUNSELOR- B2B (INFINITY SCHOOLS) | 10/2024 - Present

- Managing Admissions counseling and school engagement in B2B domain.
- Responsible for explaining academic programs to school stakeholders.
- Generating leads and closing B2B deals across school networks.
- Reporting to senior management and meeting monthly conversion targets.
- Covering the north region, travelling to schools and maintaining strong relations.

UNACADEMY | SENIOR BUSINESS DEVELOPMENT ASSOCIATE | 04/2024- 09/2024

- Responsible for admission process of students.
- Explain admission procedures and courses offered by the organization to the prospective students and their parents through phone calls, emails, and face to face meetings.
- Follow up on leads generated through various sources.

BYJU'S | BUSINESS DEVELOPMENT ASSOCIATE | 02/2022- 02/2024

- Regular outgoing calls on a given data and brings results and conversions.
- Review the students applications for eligibility and academic qualifications.
- Maintain regular communication with students and parents for coordinating admission activities and resolving problems.

TOPLUX SURGICAL EQUIP CO. | MARKETING EXECUTIVE | 11/2019- 12/2021

Dealing with doctors & generating revenue.

- Maintaining the stocks for raw materials.
- Dealing with operational work on daily activity to be performed.

- Maintain the payments.

Education

B.A. HONS. - POL. SCIENCE | 01/2021 | DELHI UNIVERSITY

12TH | 01/ 2018 | CBSE BOARD

10TH | 01/2016 | CBSE BOARD

Skills & Abilities

- Excellent communication & interpersonal skills
- Lead generation & conversion
- CRM Tools & MS Office
- Poised under pressure
- Basic Computer Knowledge (Internet, Excel, Email)
- Fun and energetic

Activities and Interests

- Theater
- Environmental conservation
- Travel

