

# VIJAYA KOLI

Manager - Sales

## Contact

### Address

Mumbai, IN 400024

### Phone

9664896005

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## Skills

Managing and motivating the team

Hiring, Training and Mentorship

Defining and implementing sales target and execution

Creating and managing daily SOP for the sales team

Revenue generation and Marketing strategies

## Languages

English

Hindi

Marathi

Experienced sales professional with **10+ years** of exceptional management performance. Proactive history of success managing operations, building teams and equipping employees with skills to independently handle business needs. Offers progressive experience combined with sound judgement and good problem-solving abilities. Strong record of surpassing organizational goals.

Well-versed in operations management, people management and brand building strategies.

## Work History

2022-07 -

Current

### Manager - Sales

*Xanadu Reality, Mumbai And Pune*

- Worked for successful launches in Mumbai like Raheja Universal, Wadhwa Group, House of Abhinandan Lodha and in Pune like Kumar Properties, Kumar Corp and Nanded City
- Have clocked in revenue of 150+ Cr in 3months.
- Handling closing team of sales managers.
- Have experience into sourcing channel partners.
- Mentored and motivated team members to achieve challenging business goals.
- Maintained well-controlled business inventory with minimal losses by enforcing solid monitoring and management structures.

2020-07 -

2022-07

### Manager - Student Engagement

*WhiteHat JR, Remote*

- Maintaining a relationship with the Paid customers
- Daily tracking and analyzing the performance of the team
- Helping the team to close sales by giving referrals
- Developed open and professional relationships with team members to facilitate effective issue resolution
- Continuously integrated process improvements to optimize overall workflow and efficiency.

2018-10 -

2020-07

### Academic Counselor (Sales)

*UpGrad, Mumbai*

- Managing a team of 8 to 10 Qualified Counselors and generating around 3 to 3.5 crores of business in a quarter

- Providing information to students about the Program and helping them to enroll for the same
- Counseling students about the various Courses and Programs
- Interacting with the students and solving their queries

2016-05 -

2018-09

### **Assistant Manager- Sales**

*Edupristine, Mumbai*

- Achieve admission targets - Handling fresh enquiries (making phone calls & walk-ins)
- Plan and execute marketing activities
- Provide presales input in terms of collecting target audience databases, managing mailers/e-mailers campaigns etc
- Monitor lead generation and quality on a weekly basis
- Student Relations & Grievances Handling

2013-05 -

2016-05

### **Sr Academic Advisor (sales)**

*MT Educare, Mumbai*

- Handling the telephonic and walking candidates who come for enquiries
- Responsible for converting enquiries into admission
- Responsible for collecting student's installments
- Responsible for managing students' details e.g., Admission forms, Receipts, ID Cards, Student's personal details.

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## **Education**

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2014-04

### **Bachelors in Commerce**

*DG Ruparel College*