
ANKIT JAIN

◆ www.linkedin.com/in/ankitjain240591 ◆ +91-83609 40587 ◆ ankit.jn4@gmail.com

PROFESSIONAL SUMMARY

- Service-oriented Strategy & Growth professional with 9+ years of experience in Education, Startup Investments and Electronics sector

SKILLS

- | | |
|------------------------------------|----------------------------------|
| • Business Strategy | • Data Analysis |
| • New Business Development | • Performance Management |
| • Operations Management | • Ownership Mindset |
| • Cross-functional Team Leadership | • Skill Development and Training |
| • Go-To Market Strategy | • Business Communication |

WORK HISTORY

Zonal Business Head, 08/2022 to Current

BYJU'S (Think and Learn Pvt. Ltd) – Gurgaon, India

- Managed a network of **12 BYJUs Tuition Centers (BTCs)** across **Punjab and Chandigarh** with a team size of **250+ professionals** (direct and indirect) overseeing their operations, performance, and growth.
- Implemented innovative marketing activities (**ATL & BTL**) resulting in **20% MoM increment in lead and walk-in count** via B2B and B2C collaborations.
- Exceeded sales targets **WoW** by **15%** by implementing robust sales processes & training programs to drive **gross revenues** upward of **25Cr.**
- Effectively managed customer complaints, reducing complaint resolution time and refunds from **38% to 23%** aggregate.
- Kept track of the Key Performance Indicators (**KPIs**) of the Pre-Sales, Sales and Service teams, analyzed data, create and executed strategies for overall business development
- From **Q2(22) to Q1(23)**, took my zone from **17th Rank (out of 25) to 7th Rank** with consistently ranking as the **best zone in North Region for 2 consecutive Qtrs**
- Achieved **2nd Rank Pan-India** in **Renewal Sales**

Growth & Partnerships Lead, 09/2021 to 07/2022

BOLT – Gurgaon, India

- Assist founders in executing **GTM approach, Strategic Partnership initiatives, and Sales Strategy**
- Led a team of **50+ employees**, improving sales and operational performance through **effective strategies**
- Managing **B2B Sales and Partnership strategy** for product rollouts through omnichannel approach
- Built a **Sales funnel of 50+ OEM clients** with deal conversions generating a **top line of 20Cr annually**

- Produce data-driven actionable insights that help business to take informed decisions to improves the sales processes and drive efficiency
- Set, monitored and supported the team in successfully completing weekly, monthly and quarterly goals, **achieving 30% QoQ growth**

Business Head, 01/2017 to 12/2021

OneUp Systems – Chandigarh, India

- **Spearheaded** the establishment of **15 District-level Skill Training Institutes (STIs)**, delivering **industry-relevant short-term skill courses** to empower the gig workforce
- Hired, mentored and monitored 3 Cluster Managers, 15 Centre managers and 100+ employees
- Skilled and graduated over **60,000 candidates**, achieving an **impressive 65% employment rate**
- Achieved remarkable year-over-year sales revenue growth of 25%, generating a total of INR 75 Cr from FY16-21
- Forged partnerships with over 100 industry leaders to drive successful placements through the RTD (Recruit-Train-Deploy) model
- Optimized operational efficiency and resource management, resulting in a significant 30% reduction in costs

Investment Specialist, 01/2016 to 12/2016

Tracxn Technologies Pvt Ltd – Bangalore, India

- Curated and managed an extensive database of **3500+ Angel Investors**
- **Acquired 300+ investors** through innovative reach-out and onboarding strategies, driving investment growth and building strong relationships.
- Closed **\$7.5M USD** in funding for **10 startups**, driving their growth and success
- Collaborated with analysts and DataOps teams to create sector reports for angels and VCs, offering valuable insights

Associate Consultant, 07/2014 to 12/2015

Expicient Technology Pvt Ltd – Bangalore, India

- Completed 6 projects across geographically diverse MNCs under the supervision of Functional Business Head – **Uniqlo, William Sonoma, Ralph Lauren, Hudson Bay, ALDO and TESCO**
- Worked with key stakeholders and assisted in project closures within tight deadlines

EDUCATION

Master of Science: Biological Sciences, 2014

Birla Institute of Technology & Sciences - Goa

International Exchange Program (Apr-June,2013)

The University of Göttingen - Göttingen, Germany

Bachelor of Engineering (B.E.): Chemical Engineering, 2013

Birla Institute of Technology & Sciences - Goa