

# CURRICULUM VITAE

**SUNNY DORIWAL**

[sunnydoriwal555@gmail.com](mailto:sunnydoriwal555@gmail.com)

Contact: +91-9915801860

---

## **Carrier objective:**

An MBA having an experience of more than 8 Year specially in education & Ed-tech Industry, Seeking a position to utilize my skills and ability, which offers professional growth while being resourceful, innovative and flexible. Learning and growing continuously in an organization which offers equal growth and opportunity.

## **Professional & Academic Qualification:**

MBA in Marketing from Sikkim Mani pal University(2016)

BA from Punjab University 2013

+2 from P.S.EB 2009

## **Computer Skill:**

Windows XP, MS office 2007.

Affiliate Marketing

Google Marketing

Facebook Marketing

Search Engine Optimization

## **Experience**

**Company** : **GMR Aero Academy (5<sup>th</sup> Sep 2022 to till date)**  
**Designation** : **Business Development Executive**

## **Work Responsibility:**

- ☛ Research prospective accounts in targeted markets, pursue leads, and follow through to a successful agreement.
- ☛ Achieve the sales target and marketing
- ☛ Arrange Seminars,events in Universities and colleges
- ☛ Manage end-to-end interactions with the respective **universities and institutes** for university integrated program in aviation
- ☛ Participant in Exhibitions
- ☛ Be aware of market dynamics and communication.
- ☛ Understand the target markets, including industry, company, project, company contacts and which market strategies can be used to attract clients
- ☛ Maintain relationships with current clients and identify new prospects within the area you have been assigned.
- ☛ Possess a strong understanding of our products, our competition in the industry and positioning Follow the latest industry developments and stay up-to-date on corporate competitors

**Company** : **Seshat Technologies Pvt Ltd. (College doors) (10<sup>th</sup> Aug 2021 to 30<sup>th</sup> Aug22)**  
**Designation** : **Business Development Executive.**

**Work Responsibility:**

- 🍃 B2b Sales
- 🍃 Conducting market research to identify selling possibilities and evaluate customer needs.
- 🍃 Actively seeking out new sales opportunities through cold calling, networking and social media.
- 🍃 Sales in **software and mobile apps** with JEE,NEET Content
- 🍃 Be aware of market dynamics and communication.
- 🍃 Generate leads
- 🍃 Customer Relationship Role
- 🍃 Customer Support after Sale
- 🍃 Deal with **Schools Principal and Institute's Director**
- 🍃 Manage end-to-end interactions with the respective Schools and institutes for Software
- 🍃 Setting up meetings with potential clients and listening to their wishes and concerns.
- 🍃 Arrange Seminars and Events in Schools and Institutes

**Company** : **M&J Edtech Pvt. Ltd. (GURUQ). (Sep 2018 to 5 Aug 2021)**  
**Designation** : **Business Development Executive.**

**Work Responsibility:**

- 🍃 Gather sales lead from the market and approach Students, Parents, Tutors actively and get them on board with M&J Edtech Pvt Ltd as a partner. Maintaining a strong relationship with Parents, Students, Tutors and advising them on issues related to the market and offering solutions on the same.
- 🍃 Manage the sales administration function, operational performance reporting, streamlining processes and systems wherever possible, and advising senior management on maximizing business relationships and creating an environment where customer service can flourish.
- 🍃 Search students and tutors by references and offline & online marketing. Take the students to the admission level. Generate the revenue by Offline and online business with students and tutors. Healthy relations with clients. Search Good quality tutors for online teaching. Take interviews and certified tutors enroll for the GURUQ platform. Make good relationships with clients.
- 🍃 B2B & B2C SALES

**Company** : **IIEM Global training PVT LTD.(12 Feb 2017 to 18 Sep 2018)**

**Designation** : **Area Sales Executive**

**Company** : **ICFAI BUSINESS SCHOOL (Sept 2015 to Feb 2017)**

**Designation** : **Marketing Officer**

**Work Responsibility:**

- 🍃 B2B & B2C SALES.
- 🍃 Customer Relationship Role.
- 🍃 Deal with Schools and Colleges.
- 🍃 Contribute in the implementation of marketing strategies.
- 🍃 Organize and attend marketing activities or events to raise brand awareness .
- 🍃 Conduct market research to identify opportunities for promotion and growth
- Excellent organizational and multi-tasking skills.
- 🍃 A team player with a customer-oriented approach.
- 🍃 Focus to achieve the targets.
- 🍃 Arrange events and seminars.

**Strengths:**

Self-confident  
Disciplined  
Committed to responsibilities  
Team Player

**Interests and Hobbies:**

Developing Industrial Knowledge  
Traveling  
Relationship Building  
Expanding professional Connections

**Personal Details:**

Gender : Male  
Born : 12<sup>th</sup> July 1988  
Marital Status : Married  
Nationality : Indian  
Father's Name : Ram Kishan  
Language Known : English, Hindi, Punjabi  
Current address : #B-412, Dr. Dakshinpuri, Ambedkar Nagar, New Delhi  
Permanent address : #B-412, Dr. Dakshinpuri, Ambedkar Nagar, New Delhi  
India

**Certification:**

I certify that to the best of my knowledge and belief, this bio-data correctly describes me, my qualification and experience.

**Place: New Delhi**

**SUNNY**