

# Sanidhya Bobde

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Results-driven and client-focused Sales Professional with a proven track record of exceeding sales targets and building lasting client relationships. With 1.8 years of experience in Ed-Tech industry, I have honed my expertise in consultative selling, market analysis, and closing deals. I am passionate about identifying opportunities, delivering exceptional customer experiences, and driving revenue growth. Adept at leveraging my strong interpersonal and communication skills to connect with clients and prospects, I am committed to delivering value to both customers and my organization. Looking for new challenges to further my sales career and contribute to the success of a dynamic team

## EDUCATION

- Masters of Science in Biosciences, 2019 - 2021  
Sri Sathya Sai Institute of Higher Learning ,Prasanthi nilayam, Andhra Pradesh, India  
CGPA: 7.8 (out of 10)
- Bachelors of Science (Hons.) in Biosciences, 2016 - 2019  
Sri Sathya Sai Institute of Higher Learning Prasanthi nilayam, Andhra Pradesh, India  
CGPA: 6.6 (out of 10)
- Central Board of Secondary Education, 2015  
12th Standard : 72.8%,

## WORK EXPERIENCE

### Admission Counselor - Upgrad education Pvt. Ltd. Bengaluru ,May 2023 - Present

- Demonstrated strong proficiency in consultative selling, where I have to counsel working professionals with 2-17 years of work experience for making a correct choice for getting a good transition in there career.
- In-depth understanding of the competitive landscape in the edtech industry, allowing for effective positioning of our products against competitors.
- Proficient in explaining the benefits and features of our edtech Products
- Utilized consultative selling techniques to identify customer pain points and tailor our courses to address their specific needs.
- Proficient in using **Ameyo and Leadsquared CRM** to track leads, manage accounts, and analyze sales data for informed decision-making.
- Collaborated with product development teams to gather feedback from clients and influence product enhancements, resulting in increased customer satisfaction.
- Maintained rapport with the Learner(client) to get more number of referrals.

### Business Development Associate - Pigeon Education India Pvt. Ltd., Bengaluru March 2022 - April 2023

- As a Business development Associate, I transformed the short term course leads into the long term course
- Consistently exceeded sales goals every quarter
- Achieved the Top performer title thrice a year

## ACADEMIC PROJECTS

- My M.Sc. dissertation work includes In-silico drug discovery for SARS CoV-2 target RNA Dependent RNA Polymerase using ligands retrieved from phytochemical database. This includes preparation of protein and ligands, Molecular docking and Molecular Dynamics simulations. Various softwares used are: Autodock Vina, SWISS model, GROMACS, LIGPLUS, STARDROP, DISCOVERY STUDIO, SEESAR, MARVIN SKETCH and PyMOL.

## **SKILLS**

- Organizing skills
- Teamwork
- Public speaking
- Formal writing Microsoft office (Word, Presentation, Excel)
- Canva
- CRM (Ameyo, Leadsuared)

## **INTERESTS**

- Art & Crafts
- Mandala art
- Photography
- Music
- Volleyball

## **LANGUAGE**

- English (fluent)
- Hindi (fluent)
- Marathi (Moderate)