

Ajay Pathak

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EDUCATION

Product Management Program

Upgraded 2022

Bachelor of Engineering (IT)

Rajiv Gandhi Technical University Bhopal 2012

Senior Secondary Exam(XII)

Sainik School Rewa 2008

SKILLS

- Sales Management
- Business Development
- Concept Selling
- Cross Team collaboration
- Product Requirement Document (PRD)
- Wire-Framing
- Client Engagement

Experienced sales leader with 8+ years of experience in business development, sales management, business operations, and sales across edtech & hospitality industry.

Aspiring product manager with a vision to build great products using technology to solve problems for users. Worked on case studies to improve NPS at Teachmint and payment infrastructure at CoinDCX.

EXPERIENCE

Founder

Pathak Enterprises · Sept 2020 - Present

- Started cement trading business in the Vindhya region.
- Launched demand aggregation and scheduled delivery feature to improve delivery time.
- Partnered with dealers & franchise owners to improve profit margin by 10%.
- Achieved revenue of 1.5 cr in the first year of operation.

Senior Team Lead

Vedantu Innovations · Dec 2019 - Aug 2020

- Built a team of 2 sales managers and 25 sales associates to conduct home demos across NCR
- Lead the P&L of \$2 million and achieved revenue of 1 crore on a monthly basis
- Launched an online demo platform during the pandemic by partnering with the product & engineering team at Vedantu.
- Work with cross-functional teams to improve sales retention by 8%.

Business Development Manager

Byju's · Nov 2017 - Aug 2019

- Lead a team of 10 sales associates and achieved revenue of 60 lakhs on a monthly basis
- Improved sales completion targets by 30% in 6 months for the team.
- Built internal dashboards and lead tracking mechanism to improve the demo conduction by 20 %.

Business Development Manager

ZoloStays · Dec 2016 - Oct 2017

- Onboarded the supply of 800 beds with the help of channel partners in 4 months
- Worked with the demand team to improve occupancy from 60% to 85%.
- Partnered with vendors to increase NPS by 10% in 6 months.

Demand Manager

OYO · May 2015 - Nov 2016

- Acquired 50+ hotels to improve the supply by 20% in the Hyderabad region.
- Improved customer experience by 18% through stakeholders engagement.
- Ensured high standards of service which reduced escalation by 6% in 4 months.

Business Analyst

GlobalLogic Technologies · April 2014 - May 2015

Responsible for key metrics for the team (production, backlog, quality scores) Ensure that work is done in accordance with the guidelines to meet the standards