CURRICULUM VITAE



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Objective

Seeking a career to share my knowledge and experience with students and gain more experience into the education and teaching field. To get a challenging position of lecturer in which I can utilize my experience and make the bright carrier of students to serve the nation in a proportion.

Academic Qualification

- **Post-Doctoral Fellowship [PDF]** from Indian Council of Social Science and Research-ICSSR, New Delhi. **(Thesis Submitted)**
- **Ph.D.** from University College of Commerce & Management studies, MLSU, Udaipur.
- **M.com** from University College of Commerce & Management studies, MLSU, Udaipur with first division.
- **B.B.M.** from University College of commerce & Management studies, MLSU, Udaipur with first division.
- **12th** [Commerce] from Rajasthan board of Secondary Education with first division.
- **10th** from Rajasthan Board of Secondary Education with first division.

Special honor & achievements:

- **Conferred** with **Gold Medal** for attaining first position at university level in M.com **(Banking and Business Economics, MLS University, Udaipur)** by Hon'ble Mr. Kalyan singh (Chancellor, Rajasthan).
- **Campus Ambassadors** of UCCMS, MLS University as appointed by Election commission of India under the SVEEP **(Systematic Voter's Education and Electoral Participation)** programme.

Professional Experience:

More than 10 years in Operations, Business Development and Public Relations & Student Welfare.
From 15th April 2013 to 19th May May 2020 worked as Sr Executive/Administrator (Operations & BD) Udaipur, Resonance Eduventures Ltd. Kota (Raj).

From 21st May 2020 to 30th November 2021 worked as an Operations Head, The Radiant Academy, Udaipur (Raj).

Since December 2021

Organization: Badala Science Academy, Udaipur
Current designation: Head, Operations and Business Development.

Key Responsibility Area

A. Mentoring

- Overall responsible for mentoring of students at branch office/premises.
- To make aware the students about various competitions & competitive exams.
- Nurture and motivate student on regular basis.
- Care-taker of potential students (Those students who are expected to get good marks in respective examination.

Kalpit had topped the Indian Junior Science Olympiad in Class IX and took the top spot in the National Talent Search Examination in Class X, said his mentor Mohit Wadhwani of Resonance, Udaipur, where Kalpit was coached. The teen is planning to pursue computer science from IIT Bombay.

Source:https://timesofindia.indiatimes.com/india/nurses-son-scores-100-in-jee main/articleshow/58408147.cms

Kalpit has been the blue eyed boy at Resonance, Udaipur as well, as communicated by the center to UdaipurTimes. *"Kalpit has been with Resonance since his 8th grade. He topped all india in the Indian Junior Science Olympiad in the 9th standard, cracked the top spot at the NTSE while in his 10th grade and topped the KVPY when he was in his 11th Standard"* – said Dr. Mohit Wadhwani from Resonance, Udaipur.

Source:https://udaipurtimes.com/education/udaipur-boy-tops-iitjee-mains-2017/c74416-w2859-cid105339-s10703.htm

B. Sales and BD Activities

- Highly focused approach towards increasing retention rate, improving customer experience & growing existing business.
- Responsible for ensuring customer satisfaction (students and parents) & retention of all classroom programme students.
- Ensure proper communication & relationship with all the students and parents for entire course duration.
- Ability to take customer success initiatives and drive them to get desired results
- Ability to manage key customers and develop plans to give them a better experience.
- Proven experience in growing the existing business of the company.
- Ability to create new effective processes for managing, growing, and nurturing the existing business of the organization.
- Handling any kind of Parent enquiry & Student enquiry or complaints,
- Co-ordination with all departments at branch/region/Corporate office.

C. Career Guidance (Student Admission Management)

- Take the seminars in the various schools to aware the students about the career & institute and other things too.
- Provide regular feedback to senior management about marketplace and competitor activity.
- Develop effective working relationships with parents through regular meetings and identify and obtain further business development opportunities
- To prepare the quarterly Classroom, DLPD & ePLD plans to the senior level management.
- To prepare competitive institutions reports and analysis the data.

Academic Experience:

More than 12 years in teaching staff.

Temporary/Part-time-Visiting Faculty

Since 2013 April

- Working as a visiting faculty at University College of commerce and management studies, MLS University, Udaipur.
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Seminars, Conferences, Symposiums, Workshops Attended:

- Attended the 67th All India Commerce Conference held at KIIT University, Bhubaneswar, Odisha from December 27-29, 2014.

Research Papers/Articles Presented & Published:

- **An analytical study of digital market in Indian education sector",** presented at 67th All India Commerce Conference held at KIIT University, Bhubaneswar, Odisha from December 27-29, 2014.
- **"An analytical study of digital marketing in Indian education sector",** Shreenathji Journal of Business and research , Udaipur (ISSN-0975-7996)
- **Impact of Service Quality on CRM in the Banking Sector of Udaipur City,** International Journal for Current Research and techniques (IJCRT), (ISSN 2348-4446).
- **An Analytical study of Problems and Prospects of MSMEs sector in India,** International Journal of Advanced Research (IJAR), (ISSN: 2393-851X Impact Factor: 0.612 Vol.4, Issue 2 (February 2017).
- **Women empowerment through self-help group: A study of Udaipur city,** International Educational Scientific Research Journal (IESRJ), (E-ISSN NO: 2455-295X | VOLUME: 3 | ISSUE: 4 | APRIL 2017.
- **A study of Green banking initiatives in selected public and private sector banks: Udaipur city,** organized by Faculty of Management, Pacific University (PAHER), Udaipur, June 4-5, 2016.
- **Innovative Human Resource Practices in Indian Banks: A Study from HR Manager's Perspective in Rajasthan State,** Unnati, The Business Journal of Pacific University (PAHER), Udaipur, July to December 2017, (ISSN: 2319-1740 Vol.5, Issue 2
- **An Analysis of the Impact of Monetary Policy on Output and Inflation in India,** IJRAR May 2019, Volume 6, Issue 2, (E-ISSN 2348-1269, P- ISSN 2349-5138)
- **Academic Competencies: Strategies for adoption to the new normal,** Pacific Business Review International, International Journal of Management Indexed With Web of Science

(ESCI), ISSN: 0974-438X(P), Impact factor (SJIF):8.396, RNI No.: RAJENG/2016/70346, Postal Reg. No.: RJ/UD/29-136/2017-2019

Personality Traits-

- Excellent interpersonal skills.
- Strong analytical, logical and mathematical skills.
- Excellent communication skills in written and verbal both.
- Ability in clarifying the doubts. Manage the teaching plan for students. Provide them practical knowledge.
- Identify the week point of students.
- Organize various events to enhance the skills of students.
- Regularly meet with parents and tell them the week points of students.
- Supervising the abilities of students.

Training & Developments

- Have completed summer training at **Vedanta Hindustan Zinc Ltd**, DEBARI and made report on *"Ratio & swot analysis"* in Financial Year 2010-11.

Rewards and Achievements

- **Secured 10th place** in All India National Level Essay Competition which was held at New Delhi.
- **Secured 2nd place** in State Level Quiz Competition, Held at Jaipur.
- **Secured 2nd place** in State Level Essay Competition, Held at Jaipur.

Curricular Activities

- As a captain of College Cricket Team of BBM Programme and won the title of "VANIJYAM Cricket-Cup-2011".
- Have also participated in Intercollegiate Hockey Tournament and selected for MLSU Hockey Team.

Technical Endowments

- Proficiency in Basic computer skills.
- Internet surfing skills.

- Tally & Accounting.

Strengths

- Positive attitude and Punctuality.
- Strong Determination and Hard Working.

Personal Information

Name	:	Dr. Mohit Wadhwani
Father's Name	:	Mr. Jai Prakash Wadhwani
Date of Birth	:	10th June 1990
Marital Status	:	Married
Nationality	:	Indian
Language Known	:	English & Hindi

Declaration

I hereby declare that above information is mentioned by me is absolutely correct to the best of my knowledge and belief.

Date:
Place: Udaipur [Dr. Mohit Wadhwani]