CURRICULAM VITAE



Permanent Address:
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Dr. Mohit Wadhwani **Contact No. +91-9887782352**

Objective

Seeking a career to share my knowledge and experience with students and gain more experience and expertise into the education. To achieve the better position in the organization time to time, where I can utilize my expertise in the field of corporate relations, operations and business development, thereby contributing towards the growth and make fair corporate relations of the organization.

Academic Qualification

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 (Governor, 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.

Personality Traits-

- Excellent interpersonal skills.
- Good communication skills in written and verbal both.
- Organize various events to enhance the skills of students.
- Ability to supervise staff and manage branch operations. Strong ability to plan and manage multiple projects.
- Ability to effectively manage conflict and competing priorities.
- Ability to work independently; problem-solve, analyze issues and create action plans and decision making skills.
- Strong computer proficiency, including competency with MS Office.
- Enthusiastic, proactive, flexible and constructive approach.

- Ability to work and engage at all levels within the organization.

Training & Developments

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

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 and regional.

Declaration

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

Date:
Place:

[Dr. Mohit Wadhwani]