



Sagar Deshmukh (AptiGuru)

Assistant Professor | Academics In-charge | Aptitude & Soft Skills Trainer | Business Development Consultant

Pune, Maharashtra, India

Contact

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(LinkedIn)

Top Skills

Student Counseling
Coaching & Mentoring
Classroom Management

Certifications

Marketing Masterclass
Sales Foundations
Prepare Yourself for a Career in Sales
How to Sell Anything: Mastering Sales Techniques
Asking Great Sales Questions

Summary

Accompanied by rich experience of 5+ years, Prof. Sagar is a well known name in education, training & placement. Also known as 'AptiGuru', a name given by senior professors & beloved students. Provided training in more that 20+ Engineering & Management Education institutes.

Prof. Sagar strives for Heterogeneous Development & Value Creation.

The past & current assignments have equipped him with necessary skills to approach any problem analytically and come forth with an innovative working solution.

► Specialties:

- Aptitude & Soft Skills Training
- Competitive Exams Preparation
- Training & Placement
- Academic Planning & Management
- Academic Resource Creation
- Academic Planning & Implementation
- Business Development
- Academic & Admission Consultancy

► Feel free to reach on:

deshmukhsagar105@gmail.com

Experience

Pune Business School

1 year 7 months

Assistant Professor

February 2023 - Present (8 months)

Pimpri Chinchwad, Maharashtra, India

#Roles & Responsibilities:

A. Teaching:

Subjects Taught:

- a. Aptitude (Quantitative, Reasoning & DI) - Semester I, II & III
- b. Digital Business - Semester I
- c. B2B Marketing - Semester III
- d. Personal Interview & Group Discussion Preparation - Semester II & III

B. Academics:

1. Academic Planning & Management
2. Academic Resource Creation
3. Preparation of Academic Calendar
4. Syllabus designing with the members of Board of Studies (BoS)
5. Daily academic scheduling & faculty coordination
6. Monthly Calculation of all the corporate faculties (53 subjects, 36 faculties)

C. Examination:

1. In charge of Examination Department
2. Credit Matrix & Evaluation pattern design
3. Faculty coordination for Question papers & answer paper checking
4. Examination Invigilation
5. Result Declaration
6. Marksheet, Transcript & final degree certificate design & printing

D. Other Responsibilities:

1. In charge of sports department
2. Nodal officer for All India Survey on Higher Education (AISHE)
3. ISO 21001 - 2018 (EOMS) Coordinator

Assistant Academic In-Charge

March 2022 - February 2023 (1 year)

Pune, Maharashtra, India

Boundless Education Services

Principal Promoter

January 2019 - January 2022 (3 years 1 month)

Pune Area, India

- ▶ Strategic Account Development, Marketing Initiatives
- ▶ Attending Corporate Events, Representing and Showcasing services to the prospects, Qualifying leads from digital campaigns, conferences, references, trade shows, etc.
- ▶ Collaborate with Engineering Director and Project Manager in planning and executing assigned projects
- ▶ Understand project requirements and develop priorities, scope and schedules
- ▶ Determine resource requirements and identify resources with appropriate skill sets to complete the project
- ▶ Ensure that project deliverables meet business requirements
- ▶ Analyze business process changes and determine their impact to customers
- ▶ Provide post-deployment support to customers as needed

Impetus IT Services Pvt Ltd

Business Development Consultant

June 2020 - January 2021 (8 months)

Pune/Pimpri-Chinchwad Area

- ▶ Develop business plans with the assigned accounts
- ▶ Design and develop strategic development strategies and plans
- ▶ Provide assistance with implementing suggested plans and strategies
- ▶ Oversee and examine new strategy progress and development
- ▶ Educate, lead and supervise members of the business development team to ensure the project's achievement
- ▶ Investigate existing products and services and compare them with competitors
- ▶ Suggest measures for improving customer satisfaction and loyalty
- ▶ Handle business deals operations and activities

Educating Nations

Chief Operations Officer / Managing Partner

December 2017 - December 2018 (1 year 1 month)

Pune, Maharashtra, India

- ▶ Maintaining positive client relationships and driving new acquisitions
- ▶ Developing and implementing organizational goals, procedures, and policies
- ▶ Consulting and cooperating with other executives, board members, and employees
- ▶ Managing, monitoring, and reviewing business operations
- ▶ Identifying improvement gaps and implementing corrective measures

- ▶ Reviewing and overseeing all financial activities, performance, and documentation
- ▶ Overseeing hiring activities and approving contracts

BYJU'S (Think & Learn Pvt. Ltd.)

Business Development Associate

June 2017 - November 2017 (6 months)

Pune Area, India

- ▶ Build Client Relations
- ▶ Lead Generation
- ▶ Promote Company Products
- ▶ Conduct Market Research
- ▶ Coordinate Marketing and Networking Events
- ▶ Business Development Associate Tools of the Trade

Byju's is an Indian multinational educational technology company, headquartered in Bangalore, India. It was founded in 2011 by Byju Raveendran and Divya Gokulnath.

Education

Savitribai Phule Pune University

Ph.D. Entrance Test (PET), Marketing/Marketing Management, General · (December 2022)

Pimpri Chinchwad Education Trust's S. B. Patil Institute of Management, S.No. 26, Pradhikaran, Nigdi, Pune 411044

Master of Business Administration - MBA, Marketing Management · (2019 - 2021)

Pimpri Chinchwad Education Trust's. Pimpri Chinchwad College Of Engineering

BE - Bachelor of Engineering, Information Technology · (2013 - 2017)