



# KAUSHAL KISHOR SINGH

## Senior Training Manager

Over 15+ years of Leadership, Training, and Business Management experience. Experience working on high visibility projects and programs. Managed and supervised technical and professional development courses for a major organization. Lead, trained, and developed individuals resulting in promotions and career advancement. Skilled implementer in operations, change management, training, curriculum design, and human resource activities linked to strategic initiatives.

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## SKILLS

Training Needs Analysis   Instructional Design   Curriculum Development   Facilitation and Presentation

Learning Management Systems (LMS)   Coaching and Mentoring   Performance Management   Leadership

Performance Improvement   Industry Knowledge   Sales and Data Analysis   Market Research   Strategic Planning

Time Management   Team Building   Critical Thinking   Communication Skills   Talent Management   Industry Knowledge

Negotiation   Project Management   Organizational Behavior   Interpersonal Skills



## PROFILE SUMMARY

Highly skilled professional responsible for the design, development, implementation, and evaluation of training programs to enhance the skills and knowledge of employees. Well-versed in training methodologies and technologies, curriculum development, instructional design, and performance management. Possess excellent communication and interpersonal skills, ability to collaborate with other stakeholders, and have strong leadership and project management abilities.

Expertise in generating new business opportunities and driving revenue growth for a company. Deep understanding of market trends, customer needs, and competitive landscapes to develop effective sales strategies and marketing initiatives. Skilled in lead generation, consultative selling, negotiation, relationship management, and customer service. Highly motivated, goal-oriented, and possess excellent communication and networking skills.



## WORK EXPERIENCE

### Training Manager Imarticus Learning

09/2021 - Present

#### Responsibilities

- Understanding Organizational Student Hiring Criteria: Developing a thorough understanding of the organizational student hiring criteria to effectively train and place them. Working closely with the HR department and other key stakeholders to identify the skills, knowledge, and experience required for various positions within the organization.
- Promoting Company Culture: Acting with integrity, honesty, and knowledge to promote the culture of the company. Responsible for ensuring that employees understand and embrace the company's values, mission, and vision, and work towards achieving organizational goals.
- Assisting Established Management Staff with operational oversight, business development, and process improvement strategies. Working collaboratively with other departments to streamline workflows, improve efficiency, and optimize performance.
- Planning and Implementing Strategies: Assisting the manager in planning and implementing strategies to meet organizational goals. Analyzing data, identifying trends, and proposing solutions that align with the company's mission and vision.
- Assessing Staffing Needs: Informing managers regarding current and future departmental staffing needs after careful assessments of workflows. Conducting regular audits of staffing requirements and making recommendations for adjustments based on changing business needs.
- Facilitating Student Hiring, Training & Placements: Building strong relationships with academic institutions, managing relationships with key stakeholders, and ensuring that students receive the training and support they need to succeed in their roles.



## WORK EXPERIENCE

### Regional Manager

#### Digital Aristotle (North Zone)

10/2020 - 06/2021

##### Responsibilities/Achievements

- Creating and providing customized training to students, first time managers as per their needed. Provided 15000+ Hours of training with 4.5 stars feedback. Touched lives of more than 20,000+ students thru customized training and placement activities.
- Speaking to School/College Directors/Principals and scheduling demos: Reaching out to school and college directors and principals to schedule demos of the solution and presenting its benefits to them.
- Conducting online demos and training sessions with all concerned stakeholders, including teachers and students, to ensure their effective use of the solution.
- Preparing product documents in accordance with school/college needs and sharing them with the concerned authorities. Liaising with the product development team to understand the features and benefits of the solution and tailoring them to meet the specific requirements of the target market.
- Territory Research, Analysis, and Identification: Conducting extensive research and analysis of the education market in the assigned region to identify potential schools and colleges that could benefit from the company's AI-based online exam solutions.
- Collaborating with the engineering team at the head office in Bengaluru to get the pilot done and to provide any other technical support needed. Good understanding of the technical aspects of the solution and the ability to coordinate with cross-functional teams.
- **ACHIEVEMENTS:**
- Conducted 29 demos with schools/colleges across Kanpur/Lucknow/Varanasi/Gorakhpur/Patna.
- Established Digital Aristotle as the brand for Schools like St. Atul Anand Group-VNS/VSEC-Kanpur/Study Hall, Stanford, Sacred Heart-LKO/JP Education, Academic Global- GKP, etc.

### State Business Head

#### Orange Education

06/2018 - 09/2020

UP-East and Kolkata

##### Responsibilities/Achievements

- Territory Research, Analysis, and Identification: Conducting extensive research and analysis of the education market in the region to identify potential schools that could benefit from the company's solution including the demographics, socio-economic conditions, and education policies in the region to create a strategic plan for the company.
- Strategizing and Planning Sales: Developing sales strategies and plans for the region, taking into account the competition and market trends. Setting sales targets and monitoring progress to ensure the achievement of goals.
- Providing support to Area Managers: Collaborating with area managers to ensure the closing of business and resolve any issues that may arise. Being up-to-date with the latest developments in the industry and the company's offerings.
- Team Mentoring and New Hiring: Mentoring and guiding the team to improve their skills, achieve targets, and develop their careers within the company. Recruiting new talent and providing on-the-job training to ensure their success in the role.
- Ensuring Smooth Collection of Payments and Handling Escalations: Ensuring timely collection of payments from schools and resolving any escalations or disputes that may arise. Maintaining strong relationships with schools and collaborating with the finance team to streamline the collection process.
- Reports and Data Analysis: Preparing and submitting reports to the Head Office on sales performance, market trends, and any other relevant data to ensure that the company is well-informed on the region's business activity and performance.
- **ACHIEVEMENTS:**
- Business volume worth 1.44 Cr achieved against Target of Rs.1.52 Cr (FY 1920).
- Established Orange Global Olympiad and emerged as a known competitor to SOF.
- Established Touchpad with a sale of approx. 50000 copies sale in the launching year; 80% client retention.



## PREVIOUS WORK EXPERIENCE

### State Business Head

#### Edulift Solutions

11/2016 - 05/2018

UP- East and Kolkata

##### Achievements

- Business volume worth 85L achieved against Target of Rs.70L (FY 17-18).
- Established 9 Atal Tinkering Labs.
- Enrolled 1500+ students under GST Learning program.



## PREVIOUS WORK EXPERIENCE

### Manager- Corporate Relations

IEM Group

07/2015 - 10/2016

Kolkata, West Bengal

### Manager- T&P, Head- Entrepreneur Cell, Marketing

BIT Group

04/2011 - 05/2015

Meerut, Uttar Pradesh

#### Achievements

- Arranged 100+ companies with On-Campus Drive in the year 2012.
- Signed MoU with Corporates like TCS, Wipro & Cognizant for Campus Recruitment.
- Signed MoU with Assessment Partners like AMCAT & Co Cubes for fair evaluation & assessment for students and their industry fitment.

### Assistant Manager- Key Accounts

DSNL

11/2007 - 03/2011

Bengaluru/Delhi NCR

#### Achievements

- Generated business worth Rs. 42 Lacs in the financial year 2009- 10.
- Successfully handled key clients such as Siemens, TVS Group, Wrigley India, and Net Ambit.
- Proposed pre-paid Audio-Conferencing Services for families, communities & Political Parties.



## TRAININGS

### Technology Enabled Learning

Amity University

2020

### Mentoring Skills & Finishing Schools

NEN

2014

### Motivation & Employability

TCS

2014

### Effective Sales Management

Mercuri Goldman International

2008



## FREELANCING EXPERIENCE

✓ IMPARTED TRAINING ON EFFECTIVE SELLING SKILLS TO : ♦ Mala Roller Flour Mill ♦ Just Dial ♦ Management Institutes

✓ HELD LECTURES ON : ♦Leadership, Business Communication & Soft Skills to Centre for Distance Learning (CDL) IMT, Ghaziabad . ♦Teachers Training on Effective Classroom Management, Digital Citizenship & Mind Maps.



## EDUCATION AND CERTIFICATIONS

### Instructional Design Principles for Course Creation

Eduflow Academy

### UGC-NET

Qualified

### PGDM in Marketing

IFIM, Bengaluru

2007

### Bachelor of Arts

Allahabad University, Allahabad

2005



# LANGUAGES

English

Full Professional Proficiency

Hindi

Full Professional Proficiency