

Sagar Utkarsh

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EDUCATION			
Degree/Qualification	Institution	CGPA/Percentage	Year
MBA (Expected April 2020)	Indian Institute of Technology, Kanpur	-	2018-Present
B. Tech – Geoscience	University of Petroleum and Energy Studies	80.60	2012-16
HSC (12 th)	Jawahar Vidya Mandir, Shyamali, Ranchi	70.40	2011
SSC (10 th)	Jawahar Vidya Mandir, Shyamali, Ranchi	85.33	2009

WORK EXPERIENCE	
DOCON TECHNOLOGIES PVT LTD Business Development Manager	New Delhi Aug 4, 2017 – Nov 30, 2017 • 4 Months
<ul style="list-style-type: none">Generated leads with the potential clients (doctors, especially paediatricians) and scheduled meetingsPitched the product in the meetings and scheduled the application's setup and the doctor's training sessionsConvinced doctors having 40+ years of practice to give up their practice of generating perceptions using a pen and paper mode and instead using the software, thereby changing their practiceFollowed up with the progress made with a leads throughout the sales cycle to ensure conversionConsistently achieved sales targets in all monthly review cycles	
KARMA GLOBAL PVT LTD Business Development Manager	New Delhi Jun 21,2016 – Jul 21,2017 • 13 Months
<ul style="list-style-type: none">Launched business operations in DelhiPlanned and executed the sales strategy and set up the sales target according to the objective of the companyHired and trained Business Development Associates for the expansion projectAssigned sales leads to the associates and constantly tracked the progress madeContacted potential clients and set up meetings to determine their business requirementsPrepared PowerPoint presentation and gave software's demonstration in the follow up meetingsEnsured sales target of team and of the individual are met	

POSITIONS OF RESPONSIBILITY	
UPES, Dehradun	<ul style="list-style-type: none">Student Placement Representative (2015-16)Class Representative (2012-16)Publicity and Logistics Head, Society of Exploration Geophysics (SEG) (2014-15)
Docon	<ul style="list-style-type: none">Led Delhi's operations team(a team of 5)
Karma	<ul style="list-style-type: none">Led Delhi's sales team (a team of 3)
IIT, Kanpur	<ul style="list-style-type: none">Senior Executive, Entrepreneurship Cell (2018-19)Senate Postgraduate Committee Representative (2018-19)

ACADEMIC PROJECTS	
ONGC	Studied well logging and provided insights in an active well in Rajasthan

ACHIEVEMENTS	
Docon Technologies Pvt Ltd	<ul style="list-style-type: none">Awarded best Sales Manager in the company for two consecutive months in terms of number of doctors on-boardedConverted a total of 47 doctors in Delhi NCR region which is one of the best among the fellow managers in a short span of time
Karma Global Pvt Ltd	<ul style="list-style-type: none">Generated a revenue of 9.47 lakhs INR in salesInstrumental in the business's expansion into healthcare sectorConsistently achieved the monthly sales targets, both personal as well as that of the team in all the monthly reviews

OTHER INTERESTS AND HOBBIES
Adventure Sports • Travelling • Debating • Reading