

Manikandan Ravichandran

Manager

Results-driven EdTech Manager with expertise in learning strategy, product implementation, stakeholder coordination, and driving student success through technology-enabled education solutions.

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Coimbatore, India



WORK EXPERIENCE

Manager

Peopleclick Learning

08/2025 - Present

Coimbatore

skilled in managing 3 team leads and trainers, as floor manager, handling end-to-end batch scheduling, executing digital marketing campaigns, and creating high-impact training and marketing content.

Business Development Manager

Edubridge Learning

12/2022 - 07/2025

Mumbai

Led a high-performing sales team with a monthly revenue target of ₹20 Lakhs, consistently driving achievement through strategy and performance monitoring. Managed end-to-end IT course sales including lead generation, student counselling, product pitching, and final conversion. Tracked team KPIs, provided regular coaching, and improved overall productivity and conversion ratios. Coordinated with marketing and operations teams to align campaigns, improve lead quality, and optimize sales funnels. Built strong customer relationships, handled objections, and ensured a smooth enrolment experience across all IT programs.

Team Lead

Toppr

02/2021 - 08/2022

Hyderabad

Supervised and coached a team of 21 ISMs, ensuring consistent performance, quality outreach, and achievement of monthly sales targets. Led the end-to-end sales cycle for SaaS products for education centres and IT training programs, including product demos, requirement mapping, and closures. Improved team productivity through regular training, performance reviews, and strategic task allocation. Collaborated with product, marketing, and operations teams to streamline processes and improve lead conversion. Ensured high customer satisfaction by providing timely support, resolving queries, and maintaining strong client relationships across the education and IT sector.

Business Development Executive

ICICI Prudential

03/2019 - 02/2021

Coimbatore

Conducted sales and insurance training for new and existing advisors, improving product knowledge, sales techniques, and compliance understanding. Managed end-to-end client relationship processes, including onboarding, policy explanation, need analysis, and post-sales support. Delivered product presentations, sales role-plays, and performance coaching to enhance team productivity and customer handling skills. Ensured smooth coordination between customers, sales teams, and branch operations for policy issuance and service requests. Drove customer satisfaction by resolving queries promptly and maintaining long-term client relationships.

Junior Sales Representative

Knoho Groups

09/2015 - 02/2021

Goa

EDUCATION

ECE

KalaignarKarunanidhi Institute Of Technology

SKILLS

Team Leadership & People Management

SaaS & IT Course Sales

Batch Scheduling & Training Operations

Client Relationship Management (CRM)

Lead Generation

IT Course Sales & Counselling

ACHIEVEMENTS

Best Team Lead – EduBridge Learning

Achieved 230% of revenue targets, leading the team to record-breaking sales and performance outcomes.

Best Employee Award – ICICI Prudential (2021)

Recognized for exceptional client management, service quality, and consistent performance.

LANGUAGES

Tamil

Native or Bilingual Proficiency

English

Native or Bilingual Proficiency

kannada

Professional Working Proficiency

INTERESTS

Digital Marketing & EdTech Innovations

Sales Strategy & Market Trends

Content Creation

EdTech Product Innovation & Learning Technologies

Team Building, Coaching & Performance Improvement