



Jayshanker Patidar

Operations Management | Business development
Sales Management | Ed. Tech Growth | Startup

About Me

I have a diverse skill set, combining hard skills like data analysis and marketing strategy with strong soft skills like communication and leadership. My expertise enables me to foster collaboration, bring results and deliver excellence in the education sector, ensuring sustainable development and success.

My Contact

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📍 Bagmugalia, Bhopal, MP

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Hard Skill

- Data Analysis
- Marketing Strategy
- Digital Marketing (Including YouTube Channel Management)
- Conversion Optimization
- Customer Relationship Management (CRM)
- Market Research
- Project Management
- Operational Management
- Compliance
- Sales Forecasting
- Product Management & Price optimization
- CRM Utilization

Soft Skill

- Communication
- Collaboration
- Leadership
- Strategic Planning
- Problem-Solving
- Relationship Building
- Negotiation Skills
- Customer Service
- Sales Techniques
- Networking
- Results Orientation
- Staff Development
- Student Engagement

Experience

Spork Food Pvt Ltd. - Mealygram (Startup Experience)

Chief Operating Officer (COO)

Feb 2024 – Apr 2025

Key responsibilities:

- Oversaw daily operations of a tiffin delivery startup, managing logistics, kitchen workflows, and multiple meal plans for diverse customer segments.
- Built and led cross-functional teams, optimized internal processes, and improved delivery efficiency and customer satisfaction.
- Drove business growth through B2B partnerships (e.g., Unacademy), digital lead integration, and expansion into hotel and farming verticals.

Magnet Brains & Adda247 (Ed tech Experience)

Worked as Growth & YouTube Manager

Feb 2021 – Jan 2024

Key responsibilities:

- Develop and execute strategic marketing plans to motivate students Acquisition and retention.
- Analyze data and market trends to identify growth opportunities And optimize marketing strategies.
- Implement conversion optimization techniques to maximize leads Generation and enrollment. Collaborate with cross-functional teams to align development initiatives with organizational objectives and sustainable drive expansion

Advance Engineering Classes (Offline Coaching Exp.)

Worked as Counselor to Centre Manager

Jan 2016–Feb 2021

Key responsibilities:

- Overseeing day-to-day operations and ensuring efficient functioning of the educational center.
- Leading and mentoring staff to maintain high-quality educational standards and student engagement.
- Managing budgets and resources effectively to meet financial targets.
- Building strong relationships with stakeholders to support the center's growth and success.

Telemart Shopping Network (Comm. & Sales Exp.)

Worked as Sales Executive

Jan 2015 – Dec 2015

Key responsibilities:

- Identifying and prospecting potential clients or students to generate leads.
- Presenting educational programs or services to prospects, addressing their needs and concerns.
- Negotiating terms and contracts with clients or students to secure enrollments.
- Providing excellent customer service throughout the sales process to ensure satisfaction and retention.