
SUMMARY

- Global Management professional with experience in both non-profit and corporate sector across US, Eastern Europe, Western Europe, and India
- Proven background in leadership, sales, marketing and account management

EDUCATION**Thunderbird School of Global Management at Arizona State University**, Phoenix, Arizona

MBA in Global Management

Dec 2015

- SHARE Fellow: Thunderbird's most prestigious *full* scholarship/mentorship program

Panjab University, Chandigarh, India

BS in Mechanical Engineering

Dec 2010

PROFESSIONAL EXPERIENCE**Sales Analyst Internship***ICL Group*, USA

May 2015 – Aug 2015

- Analyzed sales data of our Chinese competitors - identified the unreliability in their supply. Developed our brand positioning model around the same, to be used by sales teams across US and EU
- As part of the Customer Value Mapping Project, quantified the value we generate for our customers in US and European market, developed appropriate pricing to capture that value

Business Development Manager - India*Kermel*, France

July 2013 - Aug 2014

- Spearheaded market entry in India, exceeded annual sales target in the 1st year at a major producer of fire protective fabrics, as the youngest of 18 international sales managers, reporting to HQ in France
- Leveraging the unique selling points, envisaged video presentation showing Kermel's flame retardant textiles versus the competitor's product in an actual fire, resulting in 100% success rate in obtaining a second meeting with prospects. The video demonstration is currently in use in all Kermel's markets
- Developed database of 195 decision makers in target industries, initiated the sales process with 40 new prospects in six months, generating millions of dollars in potential leads. Succeeded in winning a key government contract over DuPont

Consultant*Sunline Communications*, India

Aug 2012 - Mar 2013

- Developed customer pipeline, initiated sales calls, and personally booked 10 new accounts

National Vice President*AIESEC*, Hungary

June 2011 - June 2012

- Transformed the organizational culture to a profit and growth centered model by creating niche brands and focusing on target markets, implemented change as part of 8 member national board
- Led a team of 12 local VP's representing 100+ employees. Achieved 94% growth, highest sales figure in the 40-year history, achieving top ten global ranking among 110+ AIESEC countries
- Designed new customer recruitment process, shortening sales timeline from 2 months to 2 weeks
- Conceptualized an online platform, leading to greater market reach and adoption across 110+ countries

National Manager, Local VP, Team Leader*AIESEC*, India

Feb 2008 - May 2011

- Totally revamped sales strategy, focusing on previously untouched target markets, resulting in a market expansion method so effective it was expanded to AIESEC offices across India
- As National Manager managed and coached 17 local offices achieving 62% growth and as Local VP achieved 2nd highest sales figures across 780 local offices in 113 countries
- Promoted through three leadership roles to become Vice President of AIESEC Hungary

ADDITIONAL INFORMATION

Languages: English (fluent); Hindi (fluent); French (beginner)

Activities: Placed 3rd out of 4000 teams in the final round of the Asia's largest general knowledge TV Quiz show – Bournvita Quiz Contest in 2002