

Internships / Volunteer Work

Shri Ram Life Insurance Company

Work from home

Sales and Marketing Intern

September 2020 to November 2020

- Led the digital sales of Assured Income Plus Insurance Plan product; generated leads via cold calling, email & social media marketing
- Successfully sold one policy worth Rs.150000 via cold calling and negotiation efforts
- Followed up with the customer regularly for smooth onboarding
- Actively participated and learnt about digital marketing and social media marketing on Facebook and Instagram

Projects

Sahyadri Project Service Scheme

Mangalore

Sahyadri College of Engineering and Management

April 2020 to June 2020

- Contributed to the project on "Feasibility study of markets for organic vegetables" to assess the market for organic vegetable farmers
- Collected nearly 200 responses, prepared the data for analysis and analyzed the same in excel
- Analyzed the various factors affecting preference for organic purchase such as price, proximity of stores and supply
- Concluded that people showing interest towards consumption of organic products also had preference for healthy lifestyle

Organization Report

Mangalore

ACC Cement Ltd Company

August 202 to September 2020

- Conducted an organizational study to assess the financial and organizational performance of ACC Cement
- Analyzed the workflow of an organization using Porter's 5 forces, SWOT and Product Analysis
- Conducted Financial Statement Analysis using financial ratios and also performed trend analysis across 5 years

MBA Major Project

Mangalore

Shareholder value creation or Destruction on mergers and acquisitions

April 2021 to June 2021

- Did a research on Impact of mergers and acquisitions on shareholder wealth during mergers and acquisition
- Event study model and trend analysis method used to find out the impact on shareholder value
- Daily returns of shares and NSE market return are considered mainly for calculations

Position of Responsibility

President

SVS, Bantwala

Sanskrit Association

June 2018 to April 2019

- Spearheaded a team of 30 students for the Sanskrit association
- Conducted & managed 2 quiz competitions (Sanskrit) in college along with my team
- Responsible for liaising with guest speakers, marketing the association and arranging audience for various events
- Brainstormed on essay competition ideas and executed the same

Volunteer

SVS, Bantwala

NSS

June 2017 to April 2019

- Responsible for identification of social causes and completion of projects in a team
- Participated in more than 5 social cause activities – blood donation, awareness related to drugs consumption, Swachh Bharat etc.
- Executed more than 5 awareness programs in college and surrounding communities

Whiz Quiz- Quiz Master

Mangalore

Sahyadri College of Engineering and Management Mangalore

March 2020

- Took initiative to conduct quiz in Bhandarkhars Science and Arts college, Kundapura March 2020
- Evaluated various rounds of quiz conducted in various college
- Participated as a volunteer in main WHIZ QUIZ 2020 event as well as part of food committee
















Extra-Curricular/Certifications

- Immediate level of Stock Markets and Financial Modelling 2021
- Advanced Diploma in GST, TALLY & Advanced Excel Administration 2021
- Certified in "Level 1: Beginners level- Introduction to business analytics" with IBM SPSS 2020
- Certified in Design thinking for innovation through Coursera 2020
- Certified in New technologies for business leaders through Coursera 2020
- Certified in Financial Market by Yale through Coursera 2020
- Introduction to corporate finance under Corporate Finance Constitution 2020
- Certified in Digital Marketing course 12 in 1 by Udemy 2019
- Certified in DIPLOMA IN COMPUTER APPLICATION with 'A' grade under KEONICS 2016

Education Details

MBA(Finance)	Sahyadri College of Engineering & Management, Mangalore	Pursuing	2019 to 2021
B.COM	Sri Venkatramana Swamy college ,Bantwala	83.82%	2016 to 2019
12 th (Commerce)	Sri Venkatramana Swamy college ,Bantwala	82.5%	2016
SSLC	Sri Sharada High school, Panemangalore	86.24%	2014

Skills and Software

MS Word	MS Power point	Warli Painting	MS Excel	Computer application
  	  	  	  	  
Team Work	Communication	Accounts and Finance	Mandala Art	Data Analysis
