

CHINTHANA BM

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EDUCATION

Bachelor of Commerce in Strategic Finance

Aug 2023 - March 2026

Mount Carmel College

- Pursuing certifications in **US-CMA and Lean Six Sigma (yellow belt)**

WORK EXPERIENCE

Business Development Associate, Kookur.Pvt.ltd

Dec 2024 - Present

- Scaled team from 4 to 8, optimizing recruitment and reducing onboarding time by 25%.
- Led **market research for three products**, analyzing demand and competition.
- Managed a promotional booth at MCC, achieving **breakeven and ₹2K profit**

Financial Analyst Intern, Comfort PG

Aug 2022 - Oct 2024

- Assisted in budgeting, ensuring a **20% improvement in budget accuracy**.
- Supported financial reporting and analysis, **reducing errors by 15%** within **six months**.
- Collaborated with management to **optimize operational expenses**.

ROLES AND RESPONSIBILITIES

- **Sub-Head, Commerce Association**
 - Bridging the gap** between academics and the commerce industry through initiatives and workshops.
 - Coordinated** knowledge-sharing events with industry experts.
- **Marketing Team Head, Student Council**
 - Led a team of **10 members** to strategize and execute marketing campaigns.
 - Successfully sold **250+ passes** within **11 hours** for college events.
- **Communication Coordinator, Registration Team (Student Council)**
 - Managed participant registrations and streamlined communication processes.
 - Served as the **primary liaison** between association secretaries and stakeholders.
- **Secretariat Team, M3C (College Consultancy Club)**

ADDITIONAL INFORMATION

- **Technical Skills:** Lean Six Sigma (white belt), Problem-Solving, Market Sizing, Business Strategy
- **Languages:** English, Hindi, Kannada.
- **Certifications:** Introduction to Strategic Consulting, job sim by BCG
- **Awards & Activities:** Best Team Member Award – Student Council Hospitality Team. Best Leader Award – Student Council & Commerce Association. Partook in **38** Academic Competitions in **2 years** – **Finalist in 21, Winner in 4.**
- **Soft Skills:** Strategic Thinking, Leadership & Team Management, Effective Communication, Adaptability & Resilience, Project Management, Negotiation & Persuasion, Time Management & Multitasking