

Madhavi Bhoyar

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EDUCATIONAL QUALIFICATIONS			
PGDM	IIM Indore	2.70	2016
B.E (IT)	Fr. Conceicao Rodrigues College of Engineering	70.33%	2012
Class XII,HSC	D. G. Ruparel College of Arts, Commerce and Science	79.17%	2008
Class X,SSC	St. Teresa's Convent High School, Mumbai	86.40%	2006
ACADEMIC & CO-CURRICULAR ACHIEVEMENTS			
▪ Lean six sigma greenbelt by Exemplar Global and Benchmark Six Sigma			2015
▪ Selected in Top 13 out of 300+ teams across IITs/IIMs for developing marketing strategy for Dineout (Times Internet Company)			2015
PROFESSIONAL EXPERIENCE		24 months	
Tata Consultancy Services , Mumbai		System Engineer	Sept '12 – Sept '14
Roles and Responsibilities	▪ Developed automated data-warehousing procedures for SEBI in SAS DI, PL & SQL to record and execute the stock exchange trade transactions; reduced the run-time by 26% over the 2 months ▪ Troubleshoot a major bug & implemented intermittent solution with to help client execute daily trades uninterrupted ▪ Only person to have rights to access(read/write) & deploy codes in production environment in the entire team		
Achievements	▪ Received the “ Best Team ” award across TCS for outstanding contribution and being a role model to colleagues ▪ Received Letters of Appreciation from client for effective contribution for development and support activities		
INTERNSHIPS			
Paytm, Mumbai		Business Development	Apr '15 – May '15
Roles & Responsibilities	▪ Responsible for fostering Alliances between Paytm and trade organizations to onboard individual entrepreneurs ▪ Responsible for the entire process of generating lead to signing Memorandum of Understanding with the organization		
Achievements	▪ Closed alliance with 6 in 2 months including Social enterprises, NGOs and other trade bodies against the target of 2 ▪ Onboarded 120+ individual entrepreneurs through a trade body in villages; news covered by multiple national dailies ▪ Received Letter of Appreciation from Vice President , Business and Operations, Paytm		
PROJECTS			
Academic Project	Asian Paints – Sales and Distribution Management		
	▪ Studied sales and distribution channel for Asian Paints and identified improvement areas to increase efficiency		
Live Projects	Acacia Pharmaceuticals – Marketing Research Oct '14		
	▪ Carried out primary market research on use of Whey Protein among active gymmers and trainers		
	AfterTaste – Social Enterprise Dec '14		
▪ Analysed demand pattern and point of sales activities of the products like lamps, pen holder, etc to identify business development opportunities; Collaborated with retail stores like Bombay Stores to increase sales			
POSITIONS OF RESPONSIBILITY			
IIM Indore, Mumbai Campus	Secretary, Vaakchaturya – The Communication Club Mar '15 – Feb '16		
	▪ One of the 3 founding members of the newly established Club chartered to focus on in-campus literary activities ▪ Organized competitions like Mind Games, The Lone Survivor and activities to aid GD/Interview preparation		
Fr. Conceicao Rodrigues College of Engineering	Administrator, Entrepreneur Cell Jun '11 – May '12		
	▪ Influential in forming well-structured teams with focus on specific tasks ▪ Responsible for mentoring juniors (team of 7) in organising events at inter and intra collegiate level		
	Jt Secretary, Rotaract Club Jun '10 – May '11		
	▪ Co-led a team of 20 members to conceptualise, organise and execute the events during my tenure ▪ Organised a " Goodwill Run " – a mini marathon which was awarded “ Crown of the month ” by Rotaract District		
	Member, Core Committee of Entrepreneurship cell Jun '10 – May '11		
▪ Instrumental in organising an idea generation workshop by Prof. Joshi (Principal of Agnel Technical College) & seminar on Entrepreneurship Development by Dr. T. Prasad (faculty in NITIE, Mumbai) ▪ Organised a workshop on Johari Window for 100 participants with the help of management game			
EXTRA-CURRICULAR ACTIVITIES			
B-School Events	▪ Finalist in Schneider Smart City Competition of IIM Bangalore’s business fest amongst 45 teams across b-schools		
Sports	▪ Winner in VJTI (2012) and Runner up in VJTI and UICT inter collegiate football tournaments held in Mumbai		
	▪ Runner up in 400 metres race, 3rd place in 800 metres, 400 metres and 200 metres race(Intra-College Sports)		
	▪ Winner in long-jump, Runner up in badminton, second runner up in carom tournament (Intra- CollegeSports)		
	▪ Participated in National Level Football, Badminton Tournament in MIT, Pune		