



NARAYAN MISHRA

IPM | 2021-24

ACADEMIC QUALIFICATIONS

Year	Qualification	Institute	%
2021-24	IPM-BBA	Indian Institute of Management Rohtak	7.93 CGPA
2020-21	Class XII (CBSE)	Police Modern School, Bareilly	98.00 %
2018-19	Class X (CBSE)	Police Modern School, Bareilly	97.50 %

INTERNSHIPS

Umeed – A Drop of Hope	Social Work Intern	Jun 22 – Aug 22
<ul style="list-style-type: none"> Engaged in a PAN India internship with a focus on social work, successful marketing, fundraising, and human resources Spearheaded impactful initiatives including plantation drives and government scheme awareness in nearby villages Explored ground-level challenges faced by NGOs, SHGs and Old age homes while visiting and preparing a comprehensive report 		
GirlUp Shine	Social Media Marketing & IT/Design Intern	Mar 22 – Jun 22
<ul style="list-style-type: none"> Implemented successful marketing strategies through compelling awareness campaigns on multiple social media platforms Played an active role in the brainstorming sessions to develop social awareness about the prevalent social issues Utilized Canva to design impactful posters while contributing to decision-making, content creation, and social media management 		
IFORTIS WORLDWIDE	Marketing and Sales intern	Mar 22 – Apr 22
<ul style="list-style-type: none"> Assisted in customer segmentation and contributed to sales optimization by effectively categorizing clients into separate sales bands Proactively reached out to multiple potential leads in a 28-day period, showcasing strong sales acumen and communication skills Efficiently managed Excel and Google Sheets to track customer data and conversion rates, showcasing strong organizational skills 		
Road To IPM	Graphic Designing and Marketing Intern	Oct 21 – Dec 21
<ul style="list-style-type: none"> Developed 40+ engaging templates driving significant social media engagement for the startup's marketing efforts Actively participated in the founders' business development meetings, provided valuable input and shaped marketing strategies Developed engaging educational posters for the startup's social media handles, resulting in a significant increase in online visibility 		

ACADEMIC PROJECT

Indian Institute of Management Rohtak	<ul style="list-style-type: none"> Researched the PM Gati Shakti Scheme to understand its impact on the Indian Logistics Analyzed construction company data to understand logistical inefficiencies in India Researched how business competitiveness can be improved with reduced logistics cost 	2023
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POSITIONS OF RESPONSIBILITY

Senior Member of The Social Welfare Club of IPM- Utthaan	<ul style="list-style-type: none"> Managing term-wise budgetary requirements as the current Treasurer of the club Playing a key role in inter-club discussions and liaising with the administration Heading and Structuring the Environment and Sustainability Society of the club 	2023
Junior Member of The Social Welfare Club of IPM- Utthaan	<ul style="list-style-type: none"> Successfully organized 6 flagship events of the club while ensuring student engagement Handled Public Relations and graphic designing to enhance the club's visibility Actively contributed to the club's mission by supporting community outreach programs 	2022-23

ACHIEVEMENTS & EXTRA-CURRICULARS

Achievements	<ul style="list-style-type: none"> High academic achiever with 98% in 12th standard High academic achiever with 97.5% in 10th standard Achieved (100 out of 100) marks in the Foundation of IT subject in the 10th standard 	2021 2019 2019
Competitions	<ul style="list-style-type: none"> (8th out of 464 teams) National finalist in The Public Policy Quiz by MDI Gurgaon 	2022
Certifications	<ul style="list-style-type: none"> Accounting fundamentals from Corporate Finance Institute (CFI) Google Analytics for Beginners by Google 	2022 2022
Others	<ul style="list-style-type: none"> Vice-Captain of the Shivaji House at school and led it in multiple inter-house events Inter-School Judo Bronze medalist National Science Olympiad silver medalist Program Manager & Representative, Baal Van Karyakram organized by UP government 	2019-20 2018 2017 2016